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CURRENT SERIAL RECORD

DEC 18 1951

U. S. DEPARTMENT OF AGRICULTURE

DECEMBER, 1951



THIS ISSUE

• Getting the Most from Wooden Pallets

fitting should be done on each service—water, gas, etc.—is given in a separate chapter; data on each service includes pertinent methods of flow calculations; materials, fittings,

Towmotor Mass Handling Triples Storage Capacity In Modern Warehouse

FT. WORTH, TEX.—(TNS)—Stacking heavy cases ceiling high has tripled storage capacity, and increased handling efficiency in the modern warehouse.



The NEW
TOWMOTOR...

industry's handling headliner!

There's nothing but good news about handling costs when the NEW Towmotor line-up makes the headlines. Five new Towmotor models add greater-than-ever versatility to every phase of handling in America's most important industries. New features assure greater maneuverability; new design provides increased stability with full rated loads. Pneumatic, cushion or solid rubber tires provide speed with safety over any type of surface, inside or out. Capacities: 2,000-3,000 and 4,000 lbs. Complete details of the NEW Towmotor are clearly shown in a new 15-minute film, "WHAT MAKES IT TICK." It's available now for a showing in your office at your convenience. Plan now to see it. Send the coupon today!

Representatives in all principal cities in U. S. and Canada

TOWMOTOR
THE ONE-MAN-GANG

FORK LIFT TRUCKS and TRACTORS

RECEIVING • PROCESSING • STORAGE • DISTRIBUTION

How many people have you talked to
about Americanism today?



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"What Makes It Tick"

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Production Costs Cut 60% By Towmotor Mass Handling

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LATE BULLETIN:

Film, "What Makes It Tick," Acclaimed By Management

CHICAGO—(TNS)—Top pro-

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film, "What Makes It Tick,"

directed by and produced by

Towmotor slide film.

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"We Cut Loading and Unloading Costs 75% with a BAKER FORK TRUCK"

"—also saved ourselves a costly construction job"

—UNITED STOVE COMPANY, Ypsilanti, Mich.



(Above) This Baker Truck is equipped with a rollover attachment, neatly solving the problem of efficiently loading scrap into trucks for efficient disposal.

(Below) Loads are placed in highway trucks on castered skids from ground level, and pushed into position inside the truck.



• "Since our plant floor, shipping and receiving areas and shop yard are all on the same level, we faced the problem of either building a ramp and dock or finding some other means of getting loads into and out of highway trucks more quickly and economically. A Baker Fork Truck provided the answer. Besides eliminating the need for expensive rebuilding, with the resulting disruption in production, the truck helps us realize up to 75% in our loading and unloading operations, including scrap handling."

So says G. R. Reynolds, superintendent of United Stove Company. This company had been using Baker Trucks successfully inside their plant for many years. It was only natural that they should call on Baker when this new handling problem presented itself.

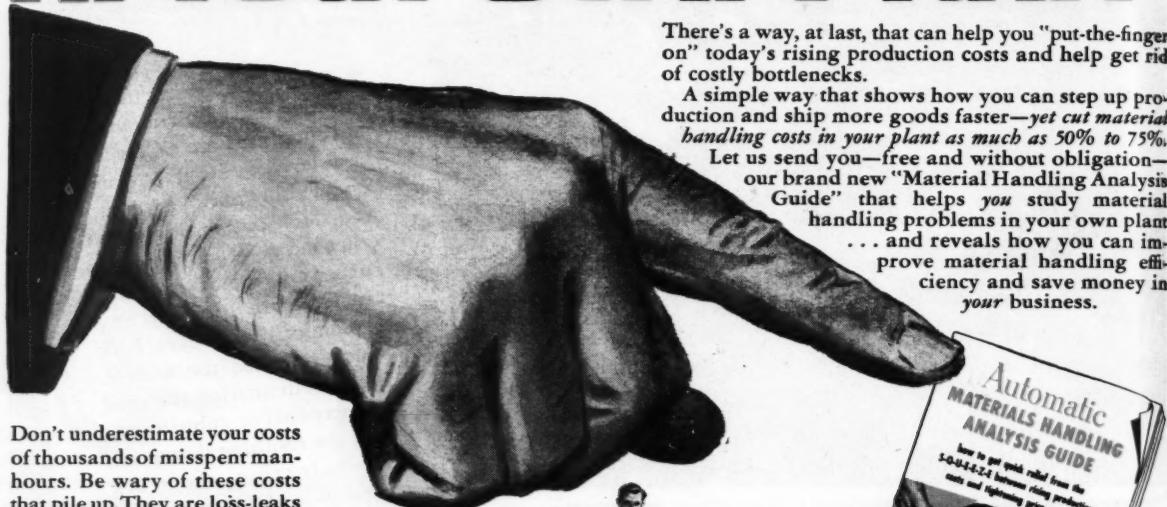
A Baker Representative will gladly help you solve similar problems in your plant.

BAKER INDUSTRIAL TRUCK DIVISION of The Baker-Raulang Company

1216 WEST 80th STREET, CLEVELAND 2, OHIO • In Canada: Railway and Power Engineering Corp. Ltd.

Baker INDUSTRIAL TRUCKS

PUT YOUR FINGER ON MATERIAL HANDLING COSTS *in Your Own Plant*



Don't underestimate your costs of thousands of misspent man-hours. Be wary of these costs that pile up. They are loss-leaks that build up and add needlessly to production costs, costs that eat into your company's profits.



Wouldn't You Rather Use One Man Like this Instead of 3 Men Like this?

Famous Automatic Electric Trucks lift... move... and deposit 4,000 and 6,000 pound loads on skids or pallets with simple push-button electric control.

"101" Transporter
A PRODUCT OF AUTOMATIC

Lightens LIFE'S LOADS

There are more Automatic Transporters in use today... than any other operator-led Electric Truck. To our knowledge, every Transporter manufactured is still in service... and tens of thousands have been built since 1942.

MAIL COUPON

Mail coupon for this brand new "Material Handling Analysis Guide." Just off the press!

There's a way, at last, that can help you "put-the-finger on" today's rising production costs and help get rid of costly bottlenecks.

A simple way that shows how you can step up production and ship more goods faster—*yet cut material handling costs in your plant as much as 50% to 75%*.

Let us send you—free and without obligation—our brand new "Material Handling Analysis Guide" that helps *you* study material handling problems in your own plant

... and reveals how you can improve material handling efficiency and save money in your business.



Add Man-Hours to Your Plant's Productive Capacity—Without Increasing Workload of Personnel

Find out how you can join those in all lines of industry who have already found the way to eliminate back-breaking, old-fashioned, hand-handling... speed production... move more goods faster... add to productive capacity without increasing personnel workload.

Cut out the coupon and mail it today. You'll get the brand new "Material Handling Analysis Guide" by return mail.

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Without obligation, please send me your NEW "Material Handling Analysis Guide," to help me study material handling problems in my own plant.

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The Magazine that Integrates
all Phases of Distribution

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VOL. 50, No. 12

DECEMBER, 1951



COVER PICTURE

What DA has recommended so long for industry comes to pass in agriculture—integration! First prize winner in the Society of Industrial Packaging & Materials Handling Engineers' annual handling contest, this machine picks up, lids, and loads field pack lettuce—thus integrating handling, packaging, and transportation. Not yet named, the machine was tested in California's famed Salad Bowl, can handle more than two carloads of crates an hour.

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5-letter word for lower delivery costs...

M

More payload. America's most popular multi-stop delivery trucks give about twice the payload space of panels. You get more payload space for peak-load periods.



E

Easier deliveries. Every International with Metro body offers wide doors at front and rear, a low floor, and extra ceiling room to save driver time and work.



T

Truck construction. An International with Metro body is *all* truck. Its chassis cuts operating and maintenance costs. You get a lasting-quality Metro body.



R

Right size. Choose exactly the right model for your job from 6 models, 4 body sizes. GVW's—5,400 to 11,000 pounds; payload capacities—235 to 375 cubic feet.



O*

Overwhelming acceptance. New Internationals with Metro bodies are better than models that held first place in multi-stop field 12 straight years. See 'em now.



*Metro. Registered trade mark of The Metropolitan Body Company, Inc., subsidiary of the International Harvester Company.



International Harvester Builds McCormick Farm Equipment and Farmall Tractors... Motor Trucks... Industrial Power... Refrigerators and Freezers

INTERNATIONAL HARVESTER COMPANY • CHICAGO

Internationals with Metro bodies for multi-stop deliveries offer super-specialization to fit your business, keep costs down. Available in 7½, 9½, 10½ and 12-foot body sizes, body capacities from 235 to 375 cubic feet, GVW's from 5,400 to 11,000 lbs.

INTERNATIONAL TRUCKS



"Standard of the Highway"

"How can you," cried Mrs. St. Nick,
 "Deliver, when Rudolph is sick?"
 "Please be calm," said her mate:
 "We'll make shipment airFREIGHT —
 It's no trick, and, like Rudy, it's quick!"



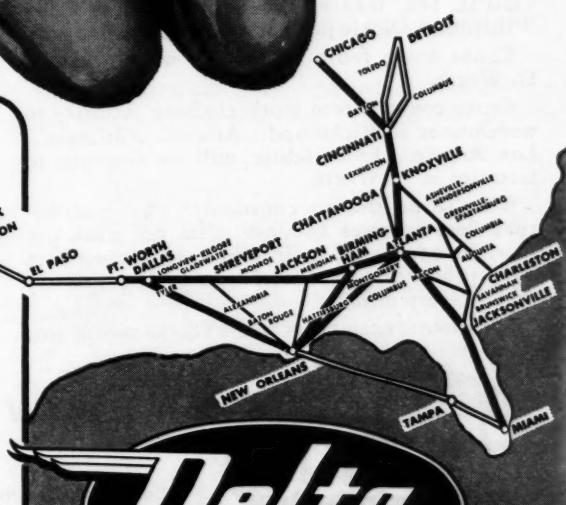
**Beat the Rush
with Delta airFREIGHT**

Ship early via Delta and you'll gain extra days this year . . . days for swamped workers to unpack goods for display, days for truck delivery to off-line points. Ship early for overnight delivery without backlog delays. Costs are low.

Typical rates per 100 lbs. from

CHICAGO to MIAMI	\$12.30
DALLAS to ATLANTA	8.00
CINCINNATI to NEW ORLEANS	8.00
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For complete commodity rates and schedules write
 AirFREIGHT Department, Delta Air Lines, Atlanta, Ga.





This White 3014 with 99 in. wheelbase, pulls 25 ft. trailer for substantial time-saving in city traffic.

WHITES do an efficient, economical job for Williamson-Dickie

Cross Country

One of the "Dickie's" fleet of White WC22T's with sleeper cab for over-the-road service.



YOU'LL see White Trucks on the job for Williamson-Dickie just about anywhere you go.

Cross town from factory to warehouse in Ft. Worth.

Cross country from work clothing factories to warehouses in Richmond...Atlanta...Chicago...Los Angeles. From fabric mill in Georgia to factories in Ft. Worth.

They're on the go constantly! The over-the-road fleet operates 150,000 miles per truck per year. In city traffic, their White 3000's perform with production-line efficiency, saving delivery time at every turn.

It's another example of White Trucks saving time

...cutting transportation costs...because they are engineered to exact needs of the job to be done.

Ask your White Representative how Whites have extra advantages for your business.

**Keep your Whites
in good working
condition!**

**See Your White
Representative For Facts**



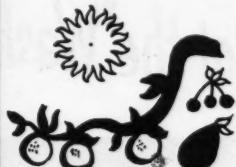
**THE WHITE MOTOR COMPANY
Cleveland 1, Ohio**

Builders of the complete line of White Trucks and Tractors for all kinds of businesses, including the White 3000 with the power-lift cab.

FOR MORE THAN 50 YEARS THE GREATEST NAME IN TRUCKS



Timely Style Clothes



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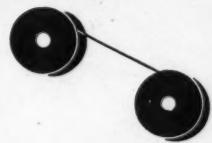
Drugs & Serums



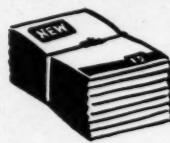
Fresh Cut Flowers



Baby Chicks



Wire Recordings



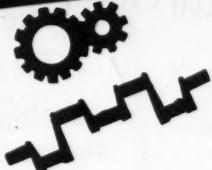
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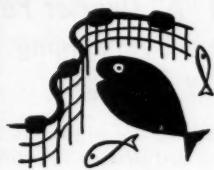
**nearly Everything is going by
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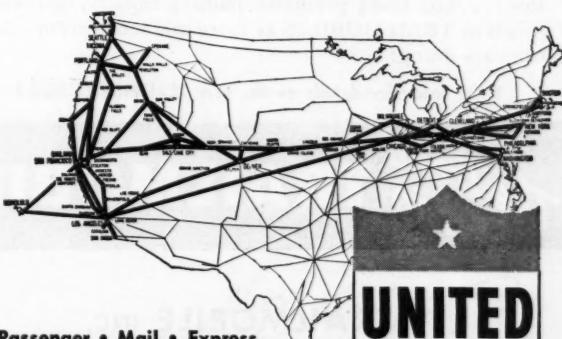
Millinery

And why not? United's 136 planes are big enough to carry loads of up to nine tons . . . they offer frequent enough service so that there's a flight whenever you need one . . . they're fast enough to be able to provide overnight coast-to-coast deliveries . . . and versatile enough to be able to accommodate all kinds of loads. In addition, United can give your shipments specialized handling to insure safe delivery in perfect condition.

But that's only part of the story. United has an unequalled route that links "all the East" with the midwest, "all the West" and Hawaii. And, because of United's 5-mile-a-minute speed, shippers save by eliminating warehousing, reducing inventories to a minimum, and being able to "turn over" their capital more quickly.

Rates today are low! And you economize in many indirect ways, too. United is an ideal way to ship, not only

in emergencies, but on a day-by-day basis. For complete details, write, or phone your nearby United representative.



Passenger • Mail • Express
Freight • Air Parcel Post

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Chicago 38, Ill.





Have Your Trailers Got the "Washboard" Blues?



NEW TRAILMOBILE Model "A" Quarter Panels Can Take Severe Blows from Overhanging Trees Without Costly Damage!



Trees overhanging the highways in small towns are a hazard that drivers often can't avoid. But the constant banging of trees need not cause ugly, expensive-to-repair quarter panel "washboarding"—not if you are pulling a new TRAILMOBILE Model "A"!

TRAILMOBILE'S new, one-piece extruded aluminum quarter panels can take tremendous blows without denting or distorting. Seamless, with integral drip moldings, they stay water and weather resistant! You keep your service and maintenance costs down...you bring profitable hauling capacity up—when you switch to TRAILMOBILES as more and more profit-wise operators are doing!

Write today for details on the new TRAILMOBILE Model "A"

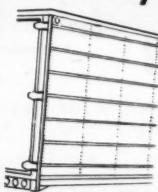
*The Trend
is to* **TRAILMOBILE**

TRAILMOBILE INC.

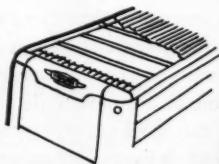
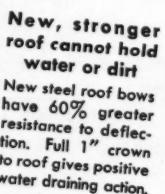
Cincinnati 9, Ohio • Berkeley 2, California

Friendly Service from Coast to Coast

Some of the Secrets of TRAILMOBILE Durability and Ruggedness!



Matched side panels keep maintenance low. Strong, corrosion-resistant Alclad side panels are made in identical 4' sections for quick, low cost replacement.



New "self-protecting" rear end. Reinforced steel bumpers at the center and ends give added protection against docking damage. Recessing lighting and reflector system cuts maintenance costs.



EDITOR'S PAGE

Spirit And Matter

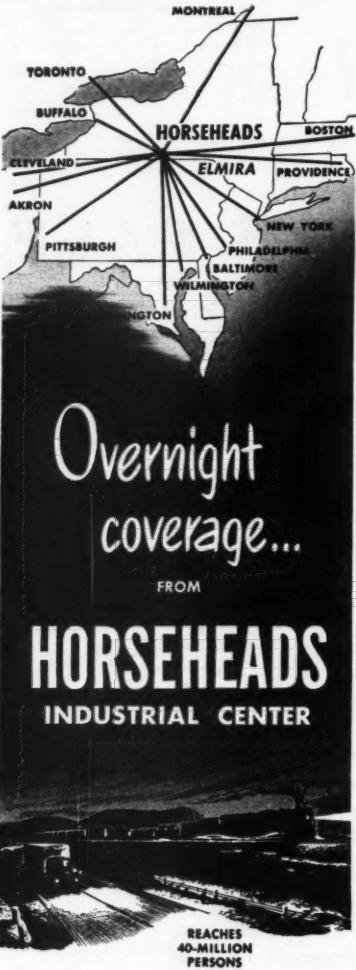
"Atomic power for merchant ships within 10 years." So reads a press release issued by the National Federation of American Shipping. This may be an awkward beginning to a Christmas editorial, but the announcement does show how western man, in his continuous struggle against tyranny, will always turn an instrument of horror to the purposes of peace and happiness.

It is in his nature to do so. From the dawn of the Christian Era, western man has ever been fighting darkness, despair, and destruction. Yet he has emerged from each struggle materially and spiritually richer, because he fought for the right. And on each Christmas, the old, good words, "peace on earth and goodwill toward men," rekindled his hope and faith.

The words are ringing throughout the world again this year. To some they ring hollow, for, they ask, where is peace and where is goodwill? Nevertheless, we are sure there is today less cynicism and doubt surrounding Christmas than there sometimes has been. The fundamental faith of most men is deeper today than it has been for generations—mostly because the trials facing western civilization are greater.

Thus, in this year when we have so much to despair of, we approach Christmas with so much to hope for. We know our cause is just. We know our adversaries are wrong. We know the fortunes of the fight will eventually rest with us. And when that day arrives, then will bombs become engines, bombers carriers of commerce, and all the other instruments of war appliances of peace. And, above all, we will have taken another step towards spiritual enlightenment.

And, together with the prayer of peace and goodwill, may we pass along to all our friends in the industries we serve our sincerest good wishes of the season and our thanks for their generous support in the year past. We hope we will continue to serve you in the New Year to come.



New In-Transit Point East or West Offers Distribution Savings

Complete warehousing service now offered at Horseheads

- Carloads in and out
- LCL consolidation
- Packaging, repacking
- Processing, bottling

Horseheads Industrial Center is served by 30 truck lines and 4 railroads: D. L. & W., Lehigh Valley, Erie, Pennsylvania. New construction offered on low-rental basis, for storage, processing, assembly.

For full details, write:

LEHIGH-HORSEHEADS



WAREHOUSE CORP.

Horseheads, N. Y. or

98 Frelinghuysen Ave., Newark, N. J.

LETTERS TO THE EDITOR

Interested in Traffic Problems

To the Editor:

During the past year I have been extremely interested in traffic problems as they exist in my territory of distribution. I have also read with interest in *Distribution Age* the many excellent articles dealing with the problems that face our business.

Unfortunately, we do not have a traffic department and often the traffic problems of our customers come to me for attention. Thus, the information I have been able to gather from reading the issues of *Distribution Age* have been most helpful.

Incidentally, I would like to see more articles in your magazine such as the recent one on the out-moded tariffs. I am in full agreement with the writer of that article.—*Wiley M. Bryan, Divisional Credit Manager, Westinghouse Electric Supply Co., Raleigh, N. C.*

Statistics Requested

To the Editor:

While out in the territory recently, I saw a copy of the bulletin you put out on current sales statistics for the materials handling industry. Will you please send a copy to me?—*Sears L. Hallett, Publisher, Modern Materials Handling, Boston, Mass.*

[We are pleased to send MMH's publisher a copy of a press release prepared by DA's Washington Bureau, which did some leg-work around NPA offices, dug up the following production figures—Power trucks, incl. fork lift, \$352,000,000; conveyor equip't, \$265,000,000; cranes, incl. overhead trav., \$180,000,000; elevators, pallets, hoists, etc., \$150,000,000; scales, \$80,000,000; hand trucks, etc., \$75,000,000; steel strapping, \$75,000,000; batteries, chargers, \$18,000,000.—Ed.]

Information Wanted

To the Editor:

I would appreciate receiving background material, sources, or other information on M. C. Jenkins' article "Profits on the Upper Deck" in the August, 1951 issue of *DISTRIBUTION AGE*. Such details as to inside height of truck, how built up, etc., will be helpful.—*J. P. Tully, Asst. Traffic Manager, Corning Glass Works, Corning, N. Y.*

[This was a standard semi-trailer with round nose, inside length in center, 52 feet. Inside width was 85 in. but future trailers will be increased to 86 in. Open top is covered by canvas, which is readily removable. Bows can be raised or removed, but we find that they are usually kept at maximum

height, whether required or not. Rear top cross-member is hinged to permit loading or high loads by crane or from trailer-floor level. Bottom of the cross-supports used to hold the upper pallets measure 48 in. from the floor. This permits a six-inch pallet, 40 in. of material on the pallet, and two inches clearance. This dimension could be changed to any desired height at time of building, if a standard height of the lower pallets could be anticipated.

[It is not variable after building.—Editor.]

Can We Ship Interstate?

To the Editor:

We have a legal question to ask your legal consultant, and would appreciate his giving us any information he might have on a similar case.

Our firm holds an interstate permit for hauling household goods and uncrated new furniture and also an intrastate certificate within a 43-mile radius of Mobile on general commodity. We would like to know if this intrastate certificate, which was issued under Grandfather's rights, could be registered to handle interstate shipments or would it be necessary to file a public convenience and necessity application before the I.C.C.

We do not haul or hold an interstate general commodity certificate under I.C.C.—*H. Abb Wooldridge, Jr., Abb's Moving Service, Mobile, Ala.*

[As you realize legal controversies of the nature in which you are interested sometimes go through several courts before final decision. However, it is my opinion that your intrastate certificate cannot be utilized to handle interstate shipments. It is my advice that you write the I.C.C. and explain the situation to this commission whereby I believe you will receive an unbiased and dependable opinion.—*Leo T. Parker, Legal Consultant.*]

Cites Nced for Traffic Personnel

To the Editor:

I have read with a great deal of interest, Mr. Walter J. Hastings' article in the August, 1951, issue of your magazine.

You should be commended for publishing this article. I think it points up the need for experienced transportation personnel by those firms that have not as yet established traffic departments. More articles such as this should create many more opportunities than exist at the present time for people in your field.

I hope this article is the forerunner of many more to come.—*Max Marowitz, General Traffic Department, The Englelander Co., Brooklyn, N. Y.*

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FLUID DRIVE
reduces
clutch wear



HYPOID GEARING
30% greater strength

**AUTOMOTIVE TYPE
SAFETY BRAKES**
smooth brake action

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**SHOCKLESS
STEERING**
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achievements in one
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In every vital part of this truck you get the finest new developments in automotive engineering—every part built for years of hard service—every part tested and re-tested under rugged on-the-job conditions.

That's why today you get smooth, powerful gas truck operation day-in day-out. On steep ramps, rough roadways, in any weather—this YALE Gas Truck *delivers*, moves, lifts and stacks the goods. Let us show you exactly how YALE can accomplish all of this in your plant. Write for the facts today.

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I am interested in cutting my materials handling costs.
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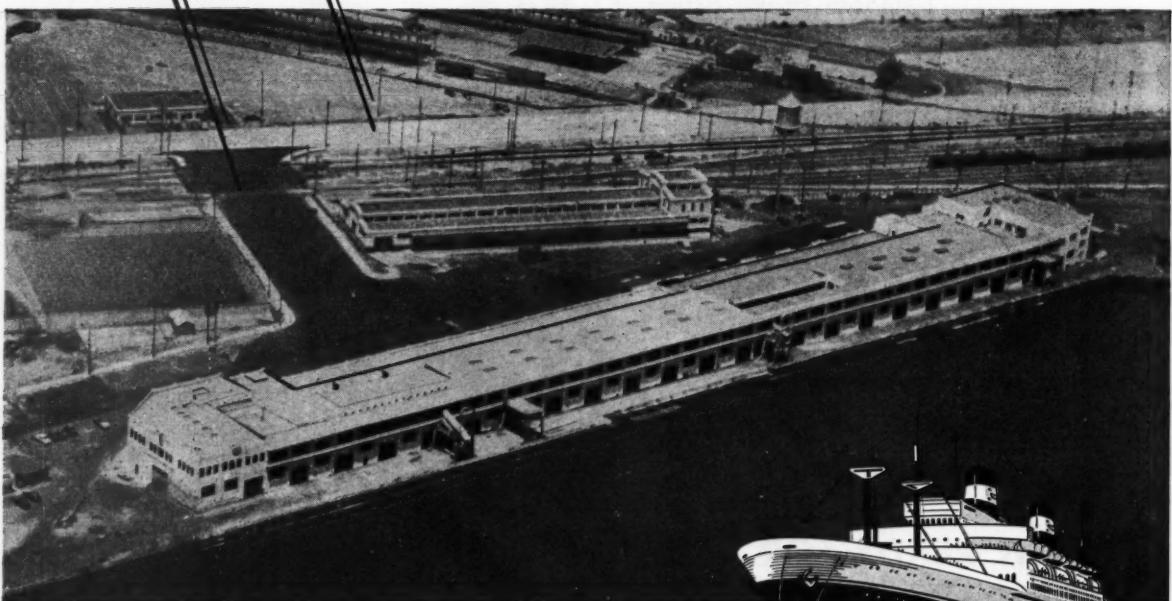
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LOS ANGELES HARBOR

\$4,500,000 DEVELOPMENT
FOR MARINE COMMERCE

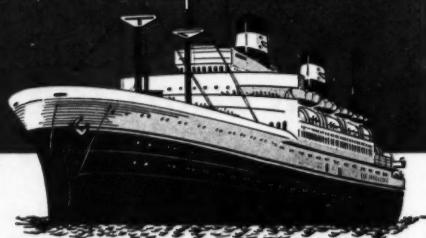
The Board of Harbor Commissioners has recently completed one of the world's finest marine terminals for passengers and cargo at Berth 154, Wilmington District, for the American President Lines



Los Angeles Harbor is following a broad, comprehensive plan for improvement of Port facilities for the benefit of marine commerce. Recently assigned to the globe-circling American President Lines is the 8-acre combination passenger-cargo marine terminal, just north of the main turning basin. Another transit shed for the Steamship Company is being built at Berth 153.

A second major project is the \$6,000,000, 46-acre marine passenger and cargo facility now under construction for the Matson Navigation Company at Berths 195-199, Wilmington District.

Los Angeles Harbor will have two of the world's finest marine shipping centers . . . bar none.



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Planned and Built for Shipping

FOREIGN TRADE ZONE '4
Berth 60 Warehouse '1

LOS ANGELES HARBOR

Board of
Harbor Commissioners,
City Hall,
Los Angeles 12, Calif.

The Other Side of the Picture . . .

How About Bad Shipper Practices?

**Results of inquiry into malpractices by shippers reveal that
all the fault does not lie at the door of the motor carrier.**

By Milton Goldstein

Traffic Manager, Serutan Company

As indicated in my article in the November issue of DISTRIBUTION AGE, in which were described many bad practices in the motor carrier industry—that was only one side of the picture. To give the carriers their turn at bat, we will discuss the complaints voiced by carriers against the shipper. These are based on the results of a questionnaire submitted by the writer to large and small carriers located in every section of the country. Evident in almost every reply were sincerity and a real hope for better shipper-carrier relationship. The quoted matter is taken verbatim from letters I have received.

Description of Shipment

"The failure to describe shipments correctly, causes wrong ratings and rates. Carrier costs are increased by the necessity for making corrections at a later date."

This complaint seemed to be fairly widespread. Often bills of lading and other shipping docu-

ments are difficult to read and carbon copies blurred to the point of illegibility. This trouble can be traced to a number of conditions for which the shippers are entirely responsible, namely the hiring of crews without training for the job, failure to prepare shipments in time for departure, and bunching of pick-ups.

Packaging of Merchandise

"Not enough care is exercised in packaging freight shipments. A lot of claims are the direct responsibility of the shipper, but the transportation agency gets the blame for it."

Irving Newman, Eastern Sales Manager for the Kelleher Motor Lines adds that the improper packaging of merchandise lays the groundwork for possible damage and pilferage, which might otherwise be avoided. This in turn increases overall handling costs.

William L. Yingling of the National Classification Board of the ATA makes a number of per-

tinent remarks on packaging requirements. Top on his list is that a package should permit the stowing of other freight of equal or greater density above it. In addition, packages must be able to withstand normal road shocks. Proper packaging should include consideration of the inner packing, the design and shape of the merchandise itself, as well as specifications of the shipping container.

Marking of Freight

"The most serious obstacle is improper marking of freight. A portion of this is the fault of the pick-up drivers. However shippers themselves frequently refuse to mark freight according to specifications."

There is no question that this statement by O'Neal Fuller, General Traffic Manager of the West Texas Motor Freight Lines, represents a real problem, worthy of careful examination. Especially in the handling of LCL pipes, conduit, sheet steel, and castings, although the problem may not be encoun-

tered by the average shipper too often. Other problems are involved in the improper marking of freight and among these are:

- Use of second-hand cartons.
- Failure to remove old marks and labels.
- Failure to use waterproof labels.
- Failure to include full name and address.
- Failure to mark figure showing the total number of pieces in a shipment.
- Failure to match the stencil with the bill of lading.
- Failure to indicate fragile or other special danger.
- Failure to indicate a C.O.D.

Receipt of Damaged Goods

"The refusal of consignees to accept visibly damaged shipments causes carriers to rehandle the goods a number of times with the possibility of further damage being done."

Courts have ruled that the acceptance of damaged goods does not jeopardize a legitimate claim. The principle has been stated in 13 Corpus Juris Secundum Page 622. Another facet of this problem are the receivers of damaged goods who neglect to call for inspection of the goods, feeling that filing of a claim is sufficient. Others have been known to unpack the merchandise then destroy the carton so that important evidence is lacking. Some may even store the merchandise in a warehouse, then move it a number of times before unpacking it for use. It is then they discover damage and the original carrier is called upon to inspect. Such actions complicate claims settlement unnecessarily, increase the cost of final settlements and tend generally to make for unhappy shipper-carrier relationships.

Claims Presentation

"We find a large portion of shipper claims unsupported with the necessary documents to constitute a valid claim."

The shipping public undoubtedly needs some education in the proper handling of claims. Basically the claims set should include, the orig-

inal bill of lading, original paid freight bill, and original or certified copy of the invoice. Other documents may be necessary depending on the nature of the specific claim.

Before filing claims a claimant should carefully investigate the conditions or acts for which the carrier has actually assumed responsibility. A review of the bill of lading clauses should be helpful. At any rate, the orderly presentation of claims with all necessary documents attached make them easier to process, less costly, and result in faster settlements.

One special phase of the claims problems which needs some clarification is the shipping of merchandise of extraordinary value. One carrier describes the experience of having received a 200 pound shipment consisting of a single die

Something to Think About

"With the changing pattern of traffic management, with the increased costs of carrier operations, with greater emphasis on regulations for industry and transportation, with a war economy affecting labor, capital and plant dispersal—carrier and shipper cooperation is a must. And we cannot afford to lose sight of the effect of these problems on the general public — the ultimate consumer — who eventually pays the bill in the form of higher prices."

which was valued by the shipper at \$20,000. He promptly informed the shipper that the item should be moved via parcel post or express and insured and not submitted to a motor carrier under his usual coverage. It was pointed out that the cost of extra insurance required would have been more than the revenue received from the shipment. Shippers of goods of extraordinary worth should always inform the carrier beforehand of the value of the shipment.

Disposition of Refused Freight

"When a carrier holds refused freight on the platform, shippers neglect to advise the carrier within reasonable periods of disposition. Meanwhile storage charges pile up, valuable space is occupied and merchandise must be policed and damages could occur."

Action in the event of refused

shipments should be clearcut. Either a second attempt should be made or the merchandise automatically returned to the shipper. Often requests for advice on what to do get tangled up in shipper's red tape, resulting in the very real complaints voiced in the above quotation. And the carrier is often caught between shipper and receiver as to who is to pay for second local delivery and second-line haul charges, or other charges attached to the transaction.

Returning Merchandise Without Authorization

"There exists a tendency to return merchandise to the original shipper without proper authorization to do so."

This problem may not be universal, nor even a major problem, but it is clearly a nuisance. Both shipper and carrier must be on the lookout for misuse of the rights and privileges of highway transportation.

Due Bills

"Another gripe which we have is in regard to balance dues. When a shipper discovers an overcharge he raises plenty of Cain until his claims are met. The reception when a due bill is presented is something else again."

This statement on the part of a large shipper warrants a good deal of thought. The right of the shipper to seek adjustments on overcharges is, of course, well recognized. But the right of carriers to seek correction of incorrect billing through sending of due bills is also a real right, but often overlooked. One shipper states that not over fifty per cent of the balance dues he issues are ever paid, and often court action is necessary to effect those that he does collect on.

Import-Export Shipments

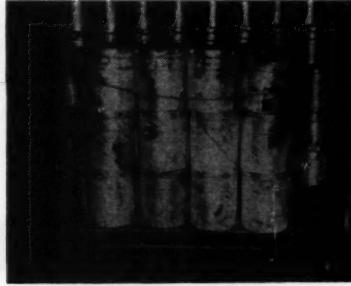
"The practice of some shippers of sending freight to the port ahead of steamer arrivals and departures, creates serious problems of storage and claims."

To the above may be added the fact that the motor carrier is often

(Continued on page 27)



Empty pallet, slightly moved to reveal top rollers is placed on dolly



Loaded pallet and dolly are rolled on bottom rollers to the conveyor

By William T. Ferguson
Merchants Refrigerating Company

Pallet is transferred from dolly to conveyor and rolled out to the waiting fork truck (Taken at later date, this picture shows a different load)

Two-Faced Dolly Solves Loading Problem

A little thought resulted in this ingenious method for loading and unloading this firm's reefer cars



Photos by William T. Ferguson

ONE of the baffling problems we faced on taking over the operation of the Buffalo Cold Storage Company was how to handle palletized loads in and out of

refrigerator cars, or "reefers" as they are generally called. The principal difficulty was due to the unusual arrangements at the platform where the cars are spotted.

When shown in a plan view as in the accompanying sketch, the general layout does not seem to be out of the ordinary. The hitch lay in the fact that when cars are spotted at this particular location and the doors opened, the floor racks of the average reefer are 2½ feet above the working level of the loading platform.

Too Much Manual Handling

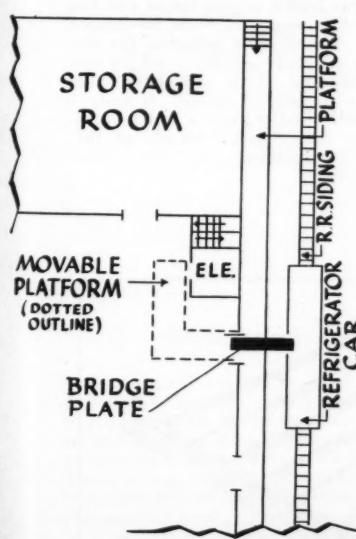
The former management had arrived at an interesting solution but one which involved all manual handling. They found that it was impractical to use a dock board long enough to move the conventional "four-wheeler" hand trucks which they used in and out of the car since the high pitch of the board would have made pushing and braking these trucks extremely dif-

ficult as well as dangerous. They therefore built a very large "L"-shaped platform, mounted on casters. This platform (shown in dotted lines in the sketch) provided an elevated route from the door of the warehouse at the loading platform around to the elevator. A simple level dock board connected the "L" platform to the reefer car. The cage of the elevator was then raised in the shaft so that its floor was level with the platform. This, of course, limited the height to which loads could be piled on trucks to the clearance between the platform and the top edge of the elevator door.

We felt that this operation, though ingenious in many ways, could most certainly be improved.

We first had a special roller top dolly built for us by the Island Equipment Corp., of Long Island City, N. Y. This dolly has two sets of rollers, one on the bottom, the other on the top, set at right angles

(Continued on page 88)



View of the loading and unloading dock with L-shaped movable platform

Getting the Most Out of

THREE'S a lot more than first meets the eye in the wooden pallet in use in modern industry. They are not simply boards and nails hastily thrown together. Good design plays an important part in their manufacture, for good design in the end means sound construction, and sound construction means longer life which in turn is translated into lower handling costs. In this second article of a series on equipment selection, we will describe the basic structure of the wooden pallets in use in public and private warehouses, in wholesale

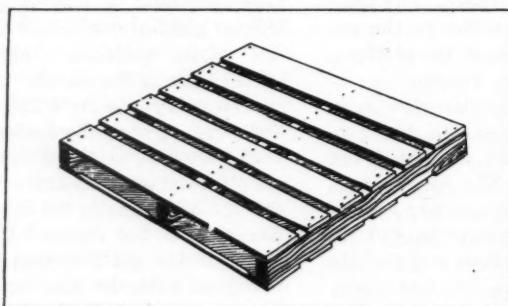
operations and in transportation generally.

Getting Most for Your Money

In laying out good money for pallets, it should be emphasized that the best insurance against being stuck with a defective product is to deal with an experienced

When we consider that the cost of pallets equipment, we see that a knowledge of

and reliable manufacturer. Many lumber mills, tempted by what seemed to them an "easy picking" market, undertook to produce pallets using the same standards as were being used for the construction of boxes and crates. Purchasers of such equipment soon realized their error. Far closer

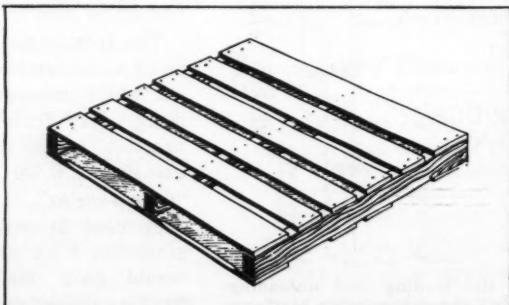


Reversible Flush Type

Pallets in which the board arrangement and the board spacing is the same on both the upper and lower decks. This type is intended for use where maximum coverage of the load on the lower pallet is essential. It is especially satisfactory for use with bagged goods. It cannot be used with low-lift pallet trucks unless both decks have space left for the wheels of this equipment.

Non-Reversible Flush Type

Pallets with openings on the bottom deck to allow the wheels of a low-lift truck to make proper contact with the floor. These can be made to be entered on all four sides by notching the runners on the bottom sufficiently to allow entrance of the truck wheels. The same effect can be brought about by replacing the runners with block legs.



By D. O. Haynes
Consulting Industrial Engineer

Your Wooden Pallets

may be as much as our investment in their design and construction is essential

specifications are required for the manufacture of sturdy pallets than are necessary for knocking together the run-of-the-mill crate.

Checking Upon Delivery

Buying pallets on a delivered basis assures the buyer of fixed unit costs and frees him of pos-

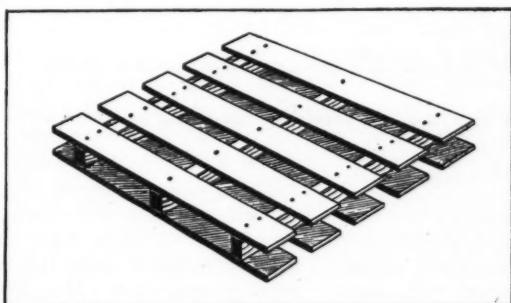
sible trouble regarding their damage and loss in transit. Careful inspection upon delivery is a must. If this is not done immediately, pallets may become mixed with previously-received equipment and defective merchandise lost sight of. Checkers can easily spot excessive bark, holes, or

knots. Important overall dimensions should be measured. Any below grade pallet should, of course, be set aside without using and the supplier notified. Reliable dealers will allow credit or supply replacements.

Specifications

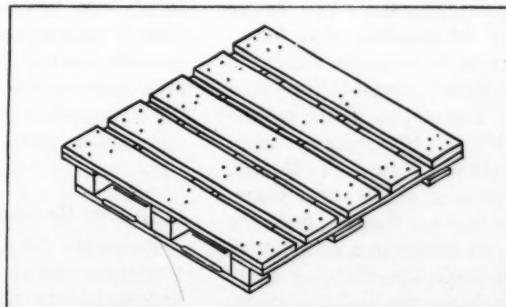
• **Lumber:** Boards should be free of knots larger than a third of the width of the boards, and should show no signs of decay. Best woods in common use: white ash, birch, rock elm, blackberry, hickory, hard maple, oak and pecan.

(Continued on page 73)



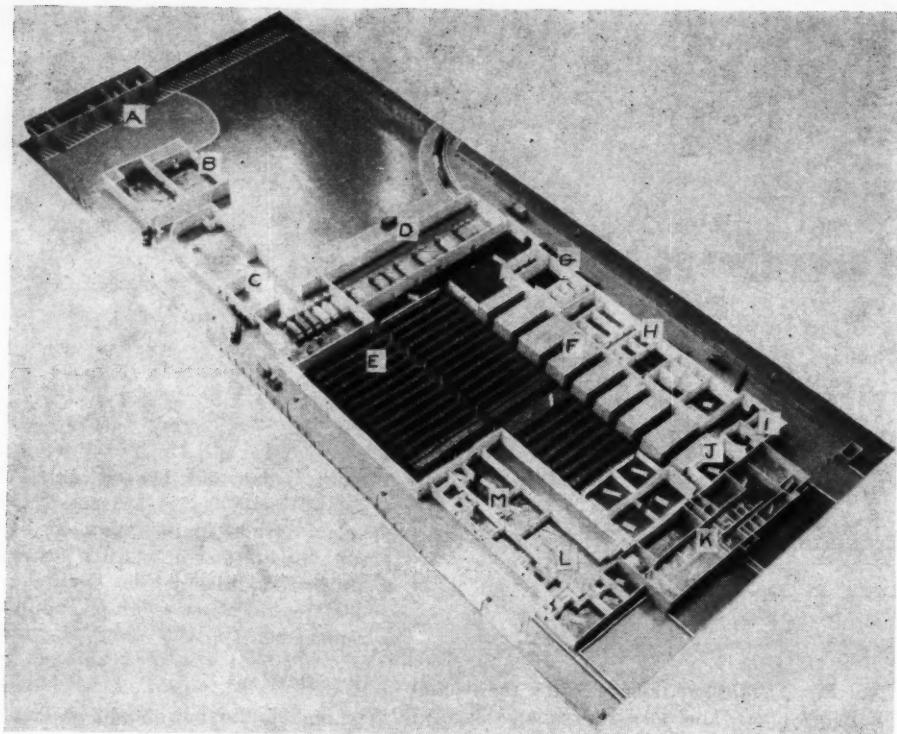
Single-Wing With Blocks

Sometimes referred to as airplane or semi-wing pallets they have the upper deck boards extending beyond the stringers, but the lower deck set flush. They permit the outriggers of stacker-type fork equipment to fit under the pallet. There is a growing tendency against use of this type because of loss of space in stacking and the possibility of injury caused by the protruding sharp edge of the longer boards.



Double-Wing Type

Pallets with stringers set back so that the top and bottom boards extend beyond the stringers to form "wings". These are also called stevedore or Navy pallets, and are usually very large (48 inches by 60 inches). In the "wing" space a sling can be inserted for hoisting the loaded pallets over the ship's side. They are often bolted instead of nailed together.



By M. M. Gutwillig
Special Correspondent

(A) salvage shed, (B) carpenter shop, (C) garage, (D) truck docks, (E) grocery selection lines, (F) reserve stocks, (G) banana room, (H) coolers, (I) laundry, (J) coffee roasting, (K) main office, (L) cafeteria, (M) food commissary.

Steinberg's Super System Pays Off

WILLIE SHERMAN was standing with your DISTRIBUTION AGE reporter on Steinberg's trailer-loading dock, extolling the merits of the unit-load system of handling groceries. He turned to one of the men busily engaged in filling up a 28-foot Fruehauf trailer. "How long does it take you to load her up?" Willie asked. "Oh, about 10 minutes; 15 minutes tops," the man said. Willie turned around to us: "You better put down 20 minutes. Our president likes us to be conservative."

In Montreal, conservatism is a trait one does not as a rule associate with the Steinbergs—Sam, Jack, Nathan, Max and Morris. In the space of a few short years, largely because they've had the vision to do things in a progressive shoot-the-works-for-efficiency manner, they have moulded a business

**Success of mammoth Canadian supermarket chain
built on the use of modern handling methods.**

that will this year gross about \$60,000,000. Together with men like William Sherman, their bright 37-year-old plant superintendent, they have provided Montrealers with 30 mammoth grocerias, representing one of the largest chains of supermarkets in Canada and the biggest collection of grocerias in any single Canadian city.

Complete Mechanization

Reverting for a moment to the 10-minute (or 20 minutes, the way unostentatious president Sam

Steinberg would have it) trailer-loading operation, Mr. Sherman recalls that it formerly took 1½ hours to perform the identical task, and as long as 2½ hours to unload. The new time has been made possible through complete mechanization and the use of the latest in materials handling equipment, plus the perfection of a unit-load handling technique that has few parallels. Looking at the picture in cold dollars and cents, Sherman insists that Steinberg's transportation costs from warehouse to stores have not increased since 1939—in



A view of the enclosed truck dock, showing part of the fleet which transports the goods from warehouse to store



The large turnover in bread caused the development of this special mobile bread rack which holds 180 loaves

a city notorious for its snarled traffic.

And everything is mechanized. Five Fork Lifts perform the internal grocery function and another two are used in the receiving dock. Seven Transporters and Worksavers are used by the selectors, another for stock placing, one in the supply room and another in the shipping dock. An Automatic Lowlift is used in the dock, another in the Produce end which also relies on four Transporters, while the freight siding uses a platform Transporter and a pallet Transporter.

There is no limit to how Mr. Sherman crowds his luck with the unit load, usually a 36 x 72-in. skid holding about 100 cases or 3,000 lbs. His latest experiment consists of delivering the goods from the warehouse right into the store floor (instead of the store stock room).

Here, night packers place it on shelves. Willie's latest gimmick is to place rubber heels on the legs, so that the skid's steel legs won't mar the store floors.

Distribution Visualized

Sherman feels he owes his success largely to the fact he can visualize distribution from the store side and right up to the time the merchandise reaches the cash register. Today, as plant superintendent, he has direct jurisdiction over Steinberg's entire production, distribution and maintenance operation—in fact, over just about everything that takes place in the 450,000 sq. ft. area and 220,000 sq. ft. plant in Montreal's east end.

The warehouse can house 400,000 cases at one time, and an average week's movement of merchandise off the floor runs into something like 100,000 cases. Yet, on visiting



Merchandise is delivered directly from warehouse to store floor. Here, packers working at night place it on shelves. Below, 30x54-inch hardwood pallet with sides reinforced with steel strapping. Steinberg's makes its own pallets

the premises, your first impression is that nothing is happening. For one thing, there is the wood creosote block floor, which is easy on both men and tractor motors, because it is dust-free and absorbs noise.

The angular design of the racks permits maximum use of the floor area. Men operating the fork lift trucks find the 45° angle allows for greater accessibility to the racks. It's possible to have 3,000 items all fronting on an aisle, in exactly the same sequence as on the store stock shelves.

Rack Area

Sixty-five per cent of the total grocery space is used for selection lines. In each rack area there is space for either two slower-moving items or—by removing the adjustable center bar—one fast-moving

(Continued on page 49)

The Government Bill of Lading

Here's a Mighty Tool for

THREE is more to the government bill of lading than meets the casual eye"—it says here in ordinary print. And truer words were never spoken.

In the May, 1951, issue of DISTRIBUTION AGE, Mr. James W. Lee, traffic manager, Bendix Aviation Corp., discussed the controversial issues concerning government B/L's—and asked: "Are they necessary?"

Let's Look at the Subject

The purpose of this article is not to resolve the conflict, but to say, "Whoa, wait a minute!" Let's examine the subject further before we make a "quickie" decision which may be regretted by industrials,

If this key document is used and analysed properly, it can help military traffic managers cut down the staggering costs of modern logistics

carriers, and government agencies alike.

Second, my purpose is to generalize on current thinking concerning transportation's place in military management, and, finally, to suggest some new and important uses

to which government B/L's may be put—as a mighty tool for military management.

Special emphasis is placed on the military use of government B/L's due to the current world situation, and because of the writer's per-

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By Charles K. Fewkes
Traffic Manager, Mid Continent Freight Lines

Better Military Distribution

sonal familiarity with government B/L's gained as an Air Force transportation officer. Principles expressed, however, apply to all government agencies in some measure.

First, in order to properly understand the problem, it's necessary to understand the significance of the government B/L as a historical document, and to link it with the peculiarities of its use by the Military.

Second, it's important to link current thinking on the broad subject of military management with specific uses to which the government B/L may be put. The author contends that the government B/L can and should be used as a check on military planning, operations, dis-

tribution, and transportation expense.

In short, it should provide a record of "Wot Hoppen?" unlike records obtainable from any other government document.

What's a Bill of Lading?

The bill of lading is a very ancient document—possibly almost prehistoric. Written into conditions of transportation of early days, in one instance I am told, was the proviso that goods were to be transported via a certain specific highway between two points because travel via another undesirable road was so rough that it shook the carrier's wagons to pieces.

The modern B/L has been de-

veloped to serve three purposes, it is:

- (1) A receipt for goods;
 - (2) A contract for carriage and delivery of goods to destination;
 - (3) Documentary evidence of title to the goods.

Also, to the government transportation officer, a government B/L is accounting evidence of goods shipped, as well as a numbered accountable form which must be protected the same as any other government-owned supply item.

There are two general types of bill of lading: *commercial* and *government*:

- * Commercial B/L:** uniform straight (white) non-negotiable;
(Continued on page 40)

TABLE II
STUDY BY DESTINATION

Element	Representing a Measure of:	Possible Use
1. B/L Number	Workload	Total number of bills of lading issued to particular destinations
2. Date Issued	Frequency	Indicate need for consolidation, frequency of supply requisitions
3. Shipping point	Distance	Indicate ton-mile costs
5. Description	Commodities	Show need for Section 22 commodity rate quotation; freight reclassification
6. Weight	Quantity	Indicate excessive small shipments; need for consolidation, or too much premium transportation
7. Rate	Price	Show lack of efficient choice of carrier; dollar value of transportation
8. Estimated charges	Cost	Shows what final transportation will be—in dollars

TABLE III
"APPROPRIATION CHARGEABLE"

Element	Representing a Measure of:	Possible Use
6. Weights	Quantity	Answer question: What amount?—for budget and traffic management
8. Estimated charges	Cost	Answer question: What cost?—for budget and traffic management

study. On the right side of this same Exhibit, numerous B/L's would be used to relate only two elements to a single factor — namely, No. 9, which is the *appropriation chargeable*.

Speaking of Packing and Packaging Problems . . .

The Packaging Institute's 13th annual forum offered
a frank and valuable exchange of packaging ideas

By Allyn C. Beardsell
Packing & Packaging Consultant

THREE days of intensive concentration upon packaging problems, both current and long-range, made the recent convention of the Packaging Institute in New York City one of the most profitable in its history. Meeting on October 22, 23 and 24, the 18th annual forum was the largest yet to be held by the Institute with approximately 1,056 persons registered.

The organization of the Packaging Institute, which differs from that of many related associations, consists of four main divisions, materials, products, production, and general, a breakdown adopted to provide the greatest possible service in solving the problems of shippers and consumers of packaging materials. These main divisions have sub-groups, as for example, the materials division under which are headings devoted specifically to paper, glass, printing, adhesives, etc.

The forum followed a procedure which has proved most popular in the past, organizing the sessions into seminars, technical committee meetings and panel discussions. Major stress during this forum was placed on new methods for evaluating packaging mate-

rials or specific properties thereof, and implementation of procedures and methods to facilitate more efficient and economical packaging operations. Because of the identity of interest of many participating institutions in respect to given problems, the talks and discussions were characterized by complete frankness.

Since a complete account of the

meetings is not possible here, this article will limit itself to but a few of the highlights.

Two papers of particular interest were concerned with the element of fatigue in storage of corrugated fibreboard shipping containers and its influence on the duration of safe stacking. K. Q. Kellicutt of the Forest Products Laboratory reviewed results of experiments which indicated "clearly defined trends and relationships between the machine compression test value of boxes, the magnitude of the dead load of storage, and the duration of loading." The effect of moisture content was also discussed. It was found that at a constant moisture content empty corrugated fibreboard boxes would support dead loads that were less than about 56 per cent of the machine test loads for around 60 days.

Case Fatigue

Charles J. Zuzi, of Container Laboratories, Inc., reported on tests which indicated, among other things, that relative humidity is one of the most influential factors in case fatigue. The shape of the

(Continued on page 89)

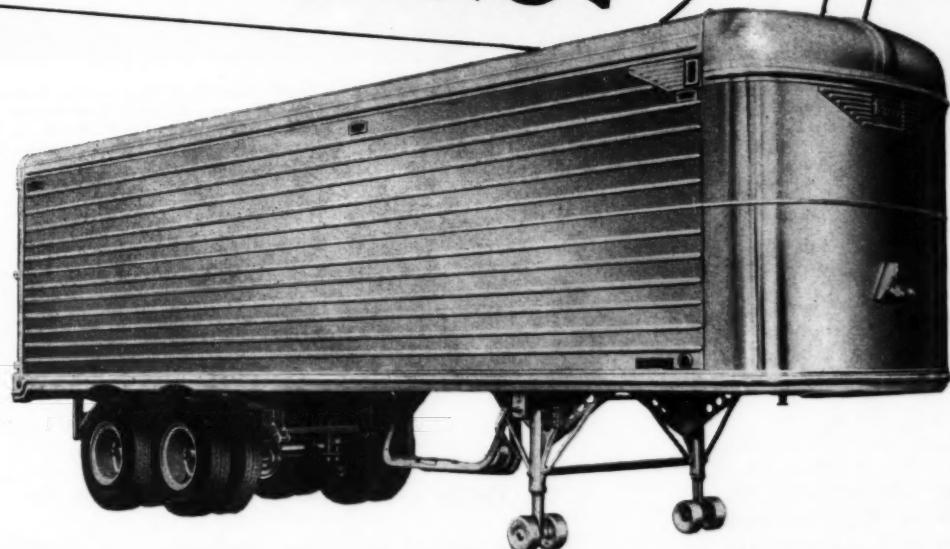


Mr. Robert de S. Couch, new president of the Packaging Institute

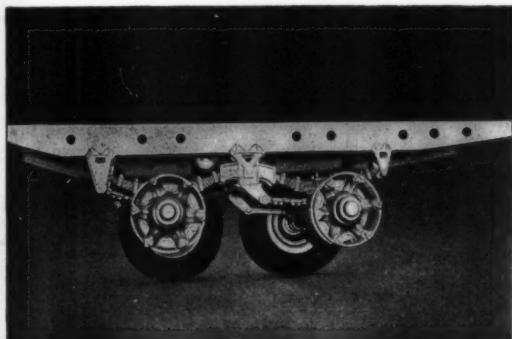
Announcing the 1952 Model



Fleet Chief



More rugged, more beautiful than ever



The new Convertible Undercarriage, engineered and produced by Dorsey permits economical conversion from single axle to tandem. Only Dorsey has it! Only 2 points to lubricate, at 50,000 mile intervals.

New engineering features as well as more streamlined appearance make Dorsey Vans more than ever the industry's greatest value in modern transportation equipment. Call your Dorsey distributor and see the new 1952 Model Fleet Chief. Compare — and you'll prefer Dorsey.

New appearance plus added strength are accomplished by additional deep-corrugations on side panels. Dorsey's combination of steel-and-aluminum guarantees lightness without sacrificing strength.

DURABLE DEPENDABLE DORSEY TRAILERS
ELBA, ALABAMA

Serviced by Substantial Local Distributors





SWTA's panel on "Long-Distance Van Operation" (*from left*): J. D. Edgett, North American Van Lines; John Sloan Smith, Aero Mayflower Transit Co.; J. E. Hawthorne, Allied Van Lines; W. W. Warren, United Van Lines; Allan Schertberg, Greyvan Lines; H. B. Holt, Bekins Van Lines; W. N. McKinney, new president of SWTA; B. L. Burnham, Burnham Van Lines; Neil Conatser, American Red Ball Lines; Geo. Howard, Howard Van Lines; Mrs. Gladys Theus, Kings Van Lines; F. L. McKee, National Van Lines; B. E. Luglan, Wheaton Van Lines.

At the Southwest Meeting . . .

A RECORD 299 attended the Southwest Warehouse & Transfermen's Association 34th annual convention in Houston, Tex., October 18-20. Everyone who was there agreed that the two-day meeting, which featured discussion on many phases of merchandise and household goods warehousing, was one of the finest in SWTA's history.

Among the convention agenda's many high points were these sessions:

•*Long-distance operations*: the first time any association has got so many major long-distance van line executives together on one program, this panel presented representatives of 13 lines talking frankly about their common problems.

Several panel members discussed the industry's most persistent headaches (commodity description, reciprocity, new leasing rules, state highway barriers, inadequate roads, etc.), while others discussed aspects of insurance, advertising, and customer relations. The vice-president of Aero Mayflower Transit Co., John Sloan Smith, revealed that his firm has been exploring

. . . Public warehousemen spent two days discussing mutual problems, productive talk which reveals the industry's vast, progressive steps

with Allied Van Lines the possibility of merging communications among all long-distance operators for more efficient dispatching and operation.

•*Warehouse construction*: Six warehousemen in the southwest region compared notes on characteristics of good warehouse buildings. Panel participants were Stewart Johnson, San Antonio (moderator); S. J. Beauchamp, Jr., Little Rock; W. W. Warren, Oklahoma City; H. T. Luther, Lubbock; Carl Stoune, Austin; and Ira Hildebrand, Tyler.

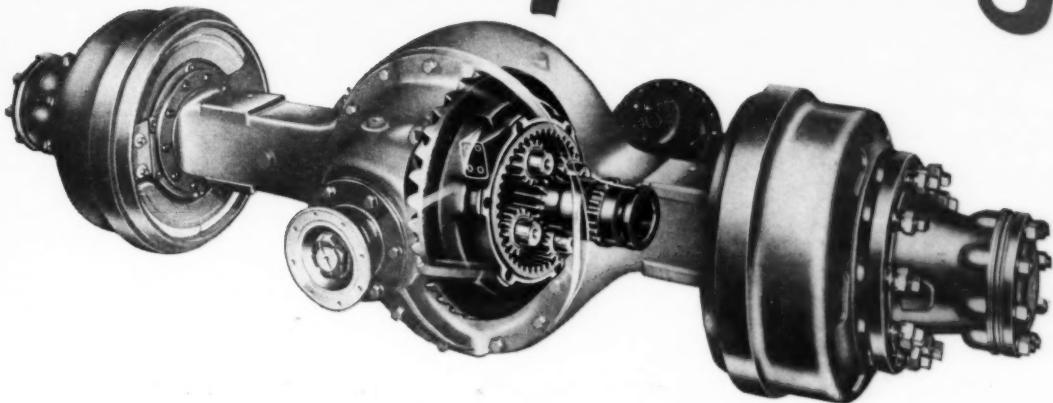
All agreed that too often the "first" cost dictates a building which ultimately proves to be unsuitable. A building's real "utility," they said, is actually the best guide for its design and construction.

The panel revealed interesting facts about platform heights. One operator favored 42 inches as the best average height. Another preferred 47 inches for fork truck loading. Other preferences ranged from 40 to 45 inches. Ceiling heights among panel members ranged from 12 to 18 feet, and aisle widths from four to 10 feet. Building costs per square foot varied from \$2.96 to \$3.09, not including land.

•*Materials handling*: Each member of a three-man panel, with D. L. Wigington, Lawton, Okla., as chairman, described his handling methods with the help of slide illustrations. G. K. Weathered, Dallas Transfer & Terminal Warehouse, showed how in his 10-story building

(Continued on page 55)

Planetary Gearing



saves stress & wear- adds to axle life!

WITH Eaton's planetary construction, gear tooth loads are distributed over four "planet gears," holding stress and wear on any one gear tooth to a minimum. These four gears are completely locked out in the high speed range. In the low speed power range, they rotate at slow speeds. The result is quiet operation; easy, clash-free shifting at all truck speeds; minimum wear; materially longer axle life. The rugged planetary design and forced flow lubricating system—both exclusive Eaton features—enable Eaton 2-Speeds to set unequalled life and performance records. Your truck dealer will explain how Eaton 2-Speeds also reduce stress and wear on the engine and power transmitting parts—how they help your trucks haul more, faster, longer, at lower cost.



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Shipper Practice

(Continued from page 14)

left holding the bag in the matter of securing dock receipts. Importers also fail to engage customs house brokers in advance of ships arrivals so as to expedite clearance. Additional assessments can be made for waiting time, storage, and pier arbitraries, but these are not always enough to pay the shipper for the tie-up in his equipment. Some shippers demand overnight service on all exports through major ports, thereby tying up equipment for long periods.

Order Notify B/Ls

"The laxity shown by shippers in mailing the original of the 'Order Notify B/L to the consignee's bank for acceptance, delays delivery, and ties up space and equipment."

Because of the speed of deliveries, it may be that the banking process is too slow, and perhaps the answer lies in converting to an open account basis, cash in advance or C.O.D. terms. This in turn creates other problems, as the carrier must take unusual care in the delivery of merchandise inasmuch as this type of bill of lading is a negotiable instrument.

Rates

"The one thing the shipper is always ready with is the cry that rates are too high, regardless of what the rates are or how carefully they were determined."

Shippers today seem to be aware of the many ways in which additional expenses have been saddled upon the truckmen, far beyond those covered by tariffs and classifications. Or the devious means by which costs properly belonging to the shipper are foisted on the carrier. For example the common practice of cutting the working day to end at 4.30 p.m. or 4.00 p.m. or often 3.30 p.m. Delivery trucks arrive and are forced to turn back again.

Inadequate platform facilities and incomplete instructions add to

Truckers Convene in Chicago

At its recent convention, largest yet to be held, the ATA outlined its program for the coming year

APPROXIMATELY 2,500 registered delegates made the recent 18th convention of the American Trucking Associations, meeting October 22-26 in Chicago, a record high for the conventions of the industry. And in terms of what was accomplished the convention was outstanding as well. Topics under discussion during the five-day meeting included means of improving highways, means of correcting unfavorable tax laws, and greater support to the national highway safety program.

During the first phase of the convention, the various conferences of the ATA met. These were the regular common carriers, contract carriers, private carriers, film carriers, tank truck carriers, automobile transporters, irregular route common carriers, and oilfield haulers.

The regular common carriers conference heard two government speakers. Assistant Postmaster General John M. Redding discussed the outlook of the post office's mail by truck program. He emphasized that the outline of this program is "bounded only by the ability of trucks to do a better job than rail." Secretary of the Navy Dan A. Kimball told the conference that the American trucking industry was playing a large part in the Korean struggle. In an election of officers, J. Robert Cooper, Red Star Transit Co., Detroit, was chosen chairman of the conference for the coming year. (For other officers, see *Men in Distribution*)

James K. Knudson, Defense Transport Administrator, spoke to the board of directors of the ATA on October 25. He declared that the DTA was interested in helping the motor carrier industry to maintain fleets which would serve a defense mobilization economy, and build toward a war economy. He

stated that no rationing is contemplated.

A new program, known as Project Adequate Roads (P.A.R.) was described and endorsed by the board. This program, designed to work for better highways, is being supported by organizations concerned with adequate highway facilities.

The board of directors at its concluding session on October 26, adopted eight resolutions. Among them was one calling upon Congress and appropriate federal agencies to consider the need for highway rehabilitation. It was said that defense officials fail to recognize the importance of highways, and that they do not grant states the steel necessary to carry out highway building and rehabilitation programs. The board of directors expressed its opposition to the special weight-distance tax in New York state, asserting that it was based on an unfair and unsound theory of highways cost assignment, and that it invited retaliation by other states.

Walter F. Mullady, president of the Decatur Cartage Co., Chicago, and former first vice-president of ATA, was elected president of the Association. (for other officers, see *Men in Distribution*)

The convention was not all business, however. The International Harvester Co. was host at a luncheon at which Wayne King and his orchestra were featured. Another luncheon given by the Goodyear Tire & Rubber Co. featured Paul Whiteman. Widespread interest in the convention was indicated by an address by Harvey Firestone, Jr., broadcast to a nation-wide audience over the Firestone Hour.

Effects of this, the largest of all ATA conventions, are bound to be felt throughout the country during the coming year.

Atlanta Houses Warehousemen

The Southeastern Warehousemen and Movers' Association conference was hailed a great success

THE 1951 Convention of the Southeastern Warehousemen and Movers' Association, meeting September 20-21-22 in Atlanta, was highlighted by many informative discussions and panels, and a general exchange of knowledge and ideas by the members and guests. Entertainment carefully planned and carried out enlivened the proceedings. Only a few of the many important activities of the convention can be mentioned here.

The convention was welcomed by Atlanta's mayor, William B. Hartsfield, and got off to a lively start with talks by two Army transportation officers who suggested that since the Army is the nation's biggest moving customer, it should be entitled to lower rates than civilian customers. James F. Rowan, general manager, Movers Conference, answered this by pointing out that production line methods cannot be applied to moving, each job being an individual project requiring time and skill.

Those attending the conference were greatly impressed during a tour of the Atlanta Army General Depot, by its size, its tidiness and the number of employees working there.

Methods of applying price control to a warehouseman's rates were discussed by "Footh" Phillips, assistant regional director, OPA, who brought out the fact that a warehouseman charging different rates to the same class of purchaser for the same services during the base pricing period is permitted to increase all rates to the highest rate charged.

Carl D. Taylor, district manager of appliance sales for Nash-Kelvinator, surveyed the merchandise warehouse field and

found public warehousemen working with Kelvinator in 50 cities throughout the U. S. Mr. Taylor was appreciative of the advantages to his company offered by public warehouses, and expressed satisfaction with the services rendered. Realizing that there is always room for improvement, Mr. Taylor added the hope that the general need for more careful rotation of stock, accurate perpetual inventory controls, and more uniformity in warehouse charges, would be given attention by the industry.

Better public relations and advertising was the theme of discussions by Jack Aspinwall, George Lentz, and J. C. Youngblood, who stressed the necessity for bringing an adequate picture of moving and storing services to the attention of prospective users.

Officers elected for the year 1951-52 were headed by the new president, Jack Woodside, John J. Woodside Storage Co., Inc., Atlanta. (For other officers see *Men in Distribution*.)

James Flemister, attorney and transportation specialist, was appointed executive secretary of the Association by the board of directors.

President Woodside has announced that the Association will appreciate invitations from any member to consider his city as host to next year's convention. The requirements are that the prospective city have adequate transportation facilities to most of the Southeast, and that hotel accommodations of about 75 rooms, and a meeting hall be available. Those interested may write the Association secretary, Frank McNeely, P. O. Box 777, Charlotte, N. C.

the final cost. The practice of some shippers of overloading customers by moving a trailerful of merchandise knowing full well that the receiver does not have storage space to handle it, ties up available trailers and jump expenses.

Loading Facilities and Trailers

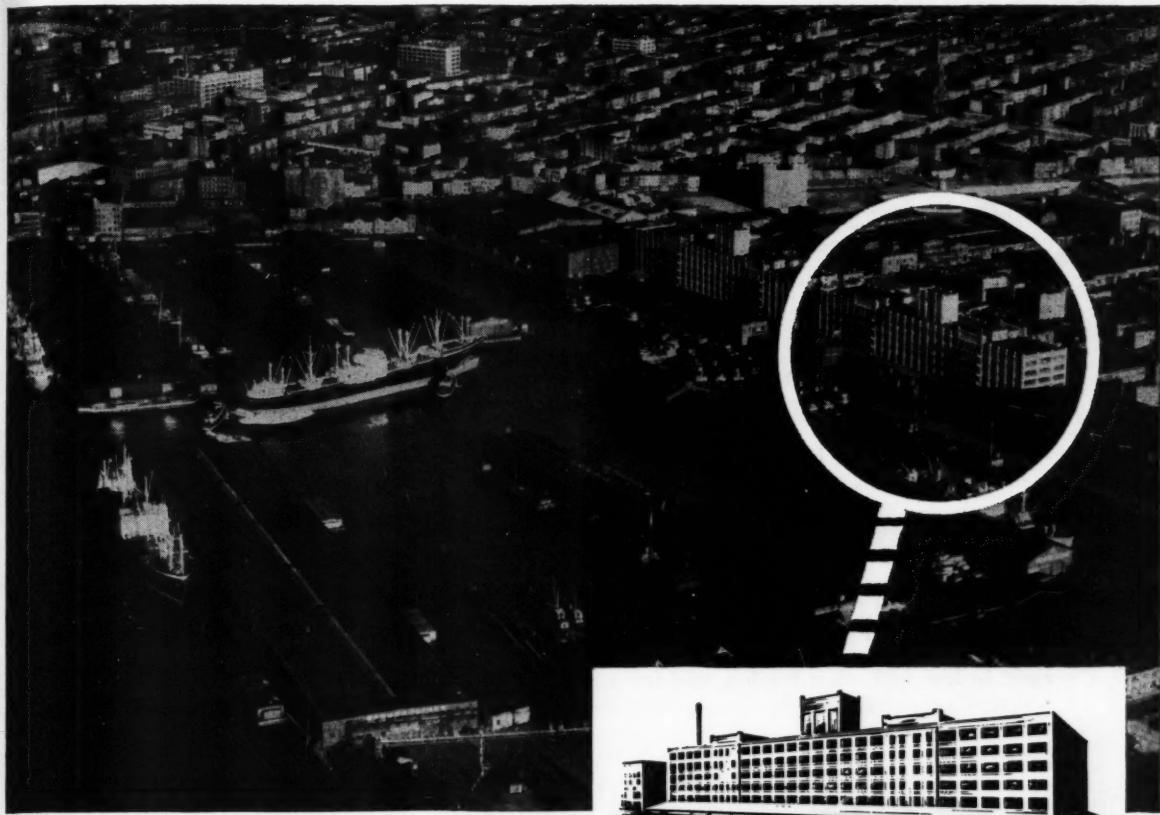
"Many shippers fail to maintain adequate loading facilities to enable carriers to give fast and efficient service. Shippers often request a trailer at specified hours, yet are not ready to load when it is delivered."

Under tariff rules waiting time could be assessed for delaying carrier's equipment beyond a reasonable time. Delays of this nature affect not only the carrier, but it hurts other shippers as well. James K. Knudson, Administrator of Defense Transport has recently referred to this problem, pointing out that trailers should not be used for storage, and urging that bottlenecks at the plants of shippers and receivers be removed. He pointed out the need for a complete reappraisal of shipping and receiving schedules and made a number of proposals, some of a mandatory nature and others necessitating voluntary cooperation.

Small Packages, Palletization

Several carriers made mention of the small carton shipping problem. At present both rail and motor carrier are attempting to formulate penalty charges on small carton shipments. The problem can be partially met by palletizing in unit type loads. This would mean less handling, less loss and damage, and less OS and D work. The same applies to heavy, bulky freight which should be mechanized as much as possible. Results will be shown in speedier deliveries, lower labor costs to carrier, shipper and receiver alike.

Whatever the final solution to the problems presented in this review of bad shipper practices, one positive conclusion can be made, namely, that traffic managers and the carriers have a positive obligation to reach the top management of shippers and inform them of



ANOTHER Lehigh Warehouse...

This six-story warehouse and loft building on the Brooklyn waterfront is now under the management of the Lehigh-Atlantic Terminal Warehouse Corporation, a division of the Lehigh Warehouse & Transportation Company, of Newark.

Formerly known as Building No. 10 of the New York Dock Company,

it is at the entrance of the Brooklyn-Battery Tunnel, only five minutes from Manhattan. Shipping facilities are excellent, via water, rail or truck. It is being operated both as a manufacturing and storage point.

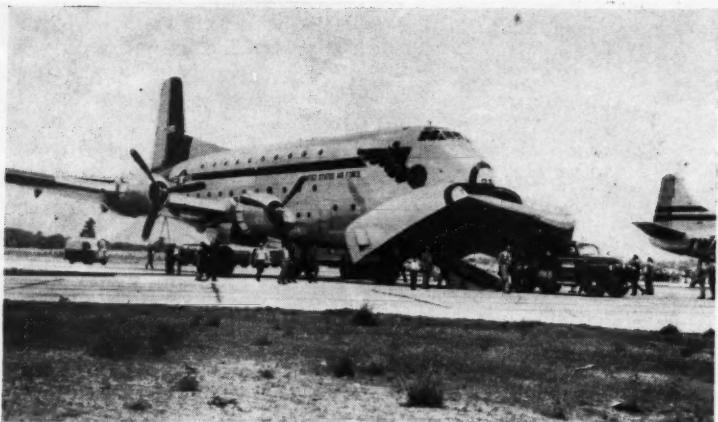
The Atlantic Terminal unit is the latest addition to the chain of storage and transportation points managed by Lehigh Warehouse—specialists in building and modern operation of warehouse and distribution systems.

LEHIGH WAREHOUSE & TRANSPORTATION COMPANY

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ELIZABETH • RICHMOND, VA. • HORSEHEADS, N.Y.





This Trailmobile backs right into nose of the plane for unloading

Well, We Told You So

This latest example of air-truck coordination is right in line with what DA has said for a decade

THE huge Army Air Force "Globemaster II" and Trailmobile truck-trailer combination shown above recently made news when they coordinated efforts to deliver more than 10 tons of cargo from Ohio to California in one day. By backing the Trailmobiles up a ramp into the nose of the plane, three trailers were unloaded into the fuselage in less than two hours. Part of the cargo was lifted into the plane by an electrically operated elevator.

This kind of motor-air coordination and materials handling efficiency on a large scale, indicative of the progress being made in this field, came as no surprise to readers of *DISTRIBUTION AGE*, and its predecessor, *DandW*. A long history of articles emphasizing the need for both air-truck coordination and effective ground handling of air cargo attest to the leadership of these magazines in this area. Back in 1942, writing in the September issue of *DandW*, Matthew W. Potts, materials handling consultant, in a survey of air cargo handling, called for more efficient ground handling methods as a necessity in the development of air trans-

portation. The term "motair-handling" to mean the mechanical handling of goods in distribution between air and motor carriers first came into use in *DandW*.

Dr. John Frederick, a pioneer in the air cargo field, blazed trails for *DandW* readers, as in his article in October, 1943, where he showed that the future of air cargo lay in coordination with motor trucks.

Prophetic of the kind of operation illustrated above is an article which appeared in October, 1943, describing plans for a new type of plane designed specifically for cargo carrying, the nose of which would swing open for running trailers, trucks, etc., directly into the plane for loading and unloading. Regarding this new development, Mr. Potts wrote in March, 1944. In the new plane, "the height of the fuselage opening is sufficient to allow a motor truck to back right up to it for loading or unloading. This is efficient motairhandling." As this most recent example of coordinated effort and materials handling efficiency demonstrates, Mr. Potts was dead right.

conditions which are costing both parties untold time and money.

Perhaps the answer will lie in terms of stricter carrier regulation. Perhaps the problem is basically an educational one, and its solution the training of shipping personnel. Or is the crux of the matter in the importance attached to the matter of shipping in the minds of top shipping management? Do we really have too many shipping clerks and not enough traffic managers?

With the changing pattern of traffic management, with the increased costs of carrier operations, with greater emphasis on regulations for industry and transportation, with a war economy affecting labor, capital and plant dispersals—carrier and shipper cooperation is definitely a must. And we cannot afford to lose sight of the effect of these problems on the general public—the ultimate consumer—who eventually pays the bill in the form of higher prices.

Coming Events

Dec. 6—Los Angeles Traffic Managers' Conference, annual dinner meeting, Rodger Young Auditorium, Los Angeles, Calif.
1952

Jan. 10-12—Independent Movers & Warehousemen's Assn., 17th annual convention, Palm Beach Biltmore Hotel, Palm Beach, Fla.

Jan. 13-18—National Furniture Warehousemen's Assn., 31st annual convention, Palm Beach Biltmore Hotel, Palm Beach, Fla.

Jan. 14-17—Plant Maintenance Conference, Convention Hall, Philadelphia.

Jan. 28-30—Truck-Trailer Mfrs. Assn., 11th annual convention, Shamrock Hotel, Houston, Tex.

Jan. 30-31—Caster & Floor Truck Mfrs. Assn., meeting, Wardman Park Hotel, Washington, D. C.

Feb. 1-5—Local Cartage National Conference, annual convention, New York City.

Feb. 10-14—Mayflower Warehousemen's Assn., annual convention, Cleveland Hotel, Cleveland.

April 1-4—American Management Assn., 21st National Packaging Exposition, Atlantic City Auditorium, Atlantic City, N. J.

May 4-8—The American Warehousemen's Assn., convention, Roosevelt Hotel, New Orleans.

May 6-8—Fourth Highway Transportation Congress, Mayflower Hotel, Washington, D. C.

June 29-July 2—Material Handling Institute, mid-year industry meeting, Grand Hotel, Mackinac Island, Mich. All materials handling trade associations are invited to attend.

October—New York State Warehousemen's Assn., Inc.—annual convention, Whiteface Inn, Whiteface, N. Y.

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Change in Bonded Warehouse Law

A n important change in existing law of great interest to customs bonded warehousemen, and to the warehousing industry in general, was recently effected when the President signed proclamation 2948. This change concerned extensions of storage time in customs bonded warehouses, and remedies the inequities to warehousemen under previous regulations. The new proclamation establishes that before any extension in storage time for goods in customs bonded warehouses can be granted by the Customs Bureau, the consent of the warehousemen in whose warehouse the goods are stored, or payment of all pending warehouse charges, is necessary.

The change eliminates one of the severest burdens faced by customs bonded warehousemen under old rules. The Tariff Act of 1930 provided that importers could store goods in customs bonded warehouses for a period of three years without having to pay duties. A presidential proclamation in 1943 allowed extensions of the three-year period, from year to year, upon application of the importer, together with consent of his surety.

The Customs Bureau interpreted this in such a way as to make such extensions automatic when applied for properly. However, no attention was given to whether or not charges were paid to the warehouseman on stored goods. And since a customs bonded warehouseman under the law subordinates his lien to the prior lien of the government, that is, the government has priority over the proceeds collected by forced sale, a warehouseman who was not paid his charges had no power to use the legal remedy of foreclosure. Any judgment won by him would not be satisfied. This meant that often it was possible for merchandise to remain in stored customs bonded warehouses for many years without any payment to the warehouseman.

Under the new law, no extension in storage time can be granted unless the warehouseman gives his consent or unless all storage charges are paid.

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Air Parcel Post	72.03	80.00	80.00	80.00	80.00	80.00

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a better way of shipping,
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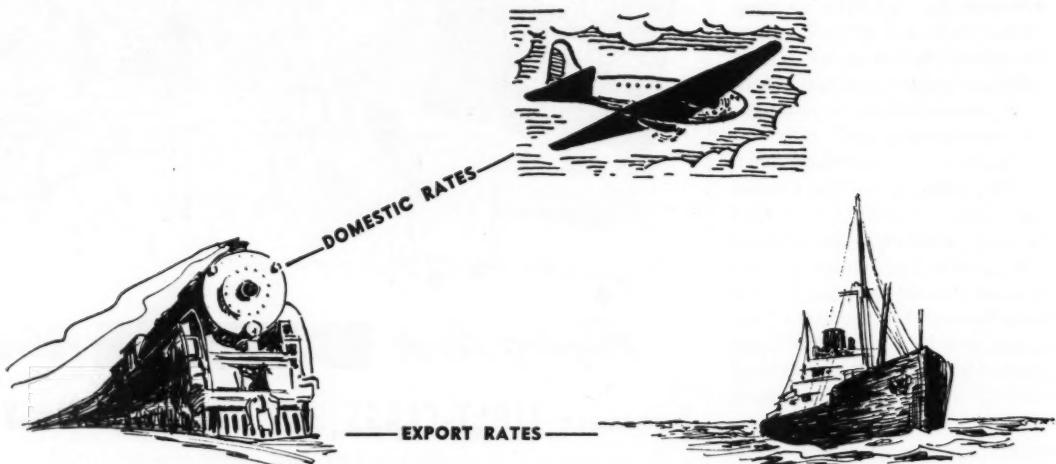
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A SCHEDULED AIR LINE...WORLD'S LARGEST OPERATOR OF FREIGHT AND CONTRACT AIRCRAFT



By John H. Frederick
Transportation Consultant



Coordinated Rail-Air Service for Exports

It's high time equitable rail export rates were established for rail-air shippers to promote the growth of the nation's overseas air cargo system.

WHEN air transportation of passengers first began there was a certain amount of coordinated rail and air service. On the transcontinental route, for example, passengers flew during the day and traveled on the railroad by night. This sort of coordination did not last long, however, and railroads, since the passage of the Civil Aeronautics Act of 1938, have been completely divorced from air transportation as far as passenger service is concerned.

With cargo it has been different, since from the very start of air

express Railway Express Agency has offered a coordinated rail-air service to stations off airlines—but there have not as yet been any arrangements for a coordinated rail-air freight service. The latter is becoming more and more necessary, particularly for international air cargo.

Equal Rates Needed

Already numerous export shipments have moved from interior points by rail to airports located at seaports. There is every prospect that this type of traffic will grow

if it can move on rates which will permit the use of the combined rail-air services. In other words, if existing export rail rates can be made to apply to export traffic moving out of the ports by air as they do now to ships.

One of the chief obstacles to a coordinated rail-air cargo service on exports is the fact that nearly all export rail rate tariffs provide the following:

"The rates published herein apply only on export traffic transported from the port to which
(Continued on page 52)

By KARL RANNELLS



Distribution *at the Capital*

The Pace of the Defense Effort Quickens

tation and other distribution industries shortly after the beginning of the new year. Their loads will increase as 1952 advances. Obligation and spending rate of huge defense funds is rising. By next June, the Defense Department alone will have spent more than \$85,000,000,000 for supplies and equipment such as planes, vehicles, tanks, ships, guns, ammunition, food, clothing and so on, since the shooting began in Korea.

It is only now that defense orders are beginning to roll from factories in quantity. Even so, deliveries are still less than half the ordering rate, meaning a tremendous backlog of goods for delivery is piling up. Before the end of 1952, distribution facilities will be expected to handle well over \$1 billion weekly in military goods alone.

Packaging Machinery Will Play Hard to Get

appear likely to carry over for a couple of years. This was the apparent outlook as NPA cut back material allocations for the industry for the first quarter. Prospects for second quarter allotments were no brighter. As a result, a number of companies are lining up subcontracts with machine tool builders whose business will boom for three or more years with plenty of materials made available.

Despite Shortages Transport System Is Adequate

under the coming load. But the picture gets no brighter. Steel and aluminum shortages are expected to begin to ease in last half 1952. This could mean a little more in allotments for transport facilities. But copper for parts and lead for various uses (fuel, batteries) are still unsolved problems. First quarter allocations give rough idea of the pattern:

Railroads: Enough materials for 18,000 freight cars, 2,000 tank cars, and 1,500 cars for industrial use and

Real impact of the mushrooming defense program will begin to be felt by the transpor-

for export. Materials will be allotted for 800 locomotives, a cutback of more than 225 units.

Motor trucks: Truck manufacturers will get materials for 250,000 units for domestic use exclusive of military orders, not much of a cutback.

Ships: Shipyards will get almost as much materials as during last quarter of 1951. But this is not enough, and some shipbuilding will have to be delayed. Barge and towboat construction will be cut deeply and some yards may have to close down temporarily.

Some Packaging Items Covered by Anti-Hoarding Order

Numerous shipping and packaging mate-

rials last month were added to the scarcity list (NPA Notice 1) and as such are subject to the anti-hoarding provisions of the Defense Production Act. Among the more than three-score items newly designated as scarce were steel drums and other metal cans, metal strapping, binder and baling twine, textile bags, cellophane and several other types of plastic wrappers, collapsible tubes, aluminum foil containers, army type cotton duck, hessian burlap, and heavy webbing.

Hoarding, under the Defense Production Act definition, may be either (a) acquisition in excess of reasonable needs for business, home or personal consumption or (b) acquisition for the purpose of resale at prices higher than the prevailing market rates.

Materials Handling Equipment Situation

The billion-dollar materials handling equipment industry is still generally on its own. It must get along the

best it can with its reduced allotments of scarce materials, without special help in face of growing order backlogs and a threat of parts scarcities. The government's main concern at the moment is centered on expansion of basic production—steel, aluminum, and so on. Needs for increasing machine tool production get top priority in material allotments. When such needs are fully met, officials say, attention will then be turned to helping "other industries in the order of their necessity."

But trouble spots now developing with respect to handling equipment may soon force special attention. One of these is production of overhead traveling



Distribution at the Capital *Continued from previous page*

cranes. The order backlog has more than doubled and steel, aluminum, and defense plants are now running into trouble in equipping their expanded facilities.

NPA is planning a temporary freeze of order boards for cranes of three tons and over while it works out a solution. This is no help to users of smaller types. It is admitted unofficially that scheduling of production is a definite possibility. This would result in directives specifying which items must be given production priority.

Like any control program, once the action is started, its operation would soon have to be broadened to cover other products as well as other industries in the general grouping.

The New Parcel Post Regulations

Considerable business, previously handled by the Post Office, will be forced into commercial distribution channels as of January 1. A new postal law reduces size and weight allowances of parcel post packages from first class offices—from the current 90 to 72 inches in combined length and girth, while weight must not exceed 40 pounds for Zones 1 and 2, or 20 pounds for Zones 3 to 8. Already in effect are increased parcel post rates as approved by the Interstate Commerce Commission. How much, if any, business may be diverted from the mails because of the higher rates is problematical. But the boost is expected to bring in the Post Office another \$105,000,000.

Straws in the Washington Wind

Shortage of structural steel is the reason given by NPA for cutting first quarter steel allotments for barge-building by more than 50 per cent . . . A crackdown on more than 100 scrap dealers is planned by NPA which says they have been holding copper scrap stocks in excess of permitted inventories. Scrap for parts and wiring is badly needed by the mills . . . Steel scrap is so badly needed to prevent winter shutdowns that NPA is seriously thinking of confiscating old cars on auto wrecking lots . . . More commodities which must be packed in wooden barrels rather than steel are under study by NPA for inclusion in Schedule 1, M-75. No steel is available for making more steel drums but output of wooden barrels could be increased by 2,500,000 a year . . . In late November, NPA was preparing to limit the use of sulphuric acid for making cellophane to 90 per cent of 1950 rates . . . The government hopes to increase gasoline refinery capacity by an additional 1,000,000 barrels a day within two years . . . Order backlog for steel strapping continues on the rise, both from private industry and defense requirements. New limits on uses are expected to be ordered by NPA . . . Shift from metal to plastic and other types of containers is increasing and more standardization of sizes loom . . . Nail manufacturers reported to NPA as switching to fiber drums . . . Brewers are using more glass than tin beer cans . . . Oil refiners are dropping the familiar 2-gallon size oil can.

. . . Distribution at large

Air Cargo

Flying Tiger Line has ordered another seven DC-6A Liftmaster cargo planes. Costing more than \$7,000,000, the new ships will increase the line's fleet to 44 planes, its cargo capacity by 38 per cent.

United Air Lines is in the first stages of developing specifications for a jet and turboprop transport. It'll be five years, the line estimates, before a prototype plane can be manufactured, another two years before it's put in service. Meanwhile, to catch up with British lines, UAL says U. S. lines might have to buy the British "Comet."

Highway Transportation . . .

Britain's highway transportation industry will, according to the Conservative government's "speech from the throne," be denationalized along with the steel industry.

Campaign for better highways has received a tremendous fillip in recent weeks. In advertisements

and speeches, several large trucking industry suppliers have entered the fight, demanded adequate highways for the swelling streams of truck and car traffic. Goodyear Tire & Rubber Co. led off with a series of full-page ads, the first asking, "Must America Be Strangled by a String of Concrete." The Truck-Trailer Manufacturers' Assn. is campaigning against the farcical size and weight restrictions. One truck company, Mack Trucks, termed such legislation "punitive" against the truckers. The extent of the entire campaign suggests that the truckers' long-standing policy of passive resistance to railroad and public criticism is now over.

National Traffic Committee's subcommittee on form and construction of tariffs reports good progress in stage two of the trucking industry's tariff simplification project. An advisory committee on uniform tariff rules and regulations has submitted a 28-page report surveying the first 11 rules of the National Motor Freight Classification. First stage in

the project was completed over a year ago, when Tariff Manual No. 1 outlining simplification procedure was published. The third, final stage will be the framing of uniform rules for the entire industry.

New York's truckers, now subject to the famous ton-mile tax, may add the amount of this levy to their charges, says Office of Price Stabilization.

Rail Transportation . . .

Pennsylvania Railroad spokesman, operations vice-president J. M. Symes, last month raised eyebrows when he let loose a broadside against the Interstate Commerce Commission's rate-setting powers. Attacking the ICC's "too little and too late" policy in dealing with the railroads' applications for rate increases, Symes said: "If the Commission does not change such practices of its own accord, Congress should amend the Interstate Commerce Act."

Railway Express Agency got two things from the ICC last month—a rate increase averaging 11 per cent, and some free advice. Said ICC's James K. Knudson: "I doubt the agency will obtain much more traffic . . . in this case. It would seem to be high time to do something different to save the agency, other than merely to increase its intake."

Materials Handling . . .

American Material Handling Society has a new chapter in Albany, N. Y. D. W. Pennock, Carrier Corp., national AMHS president, addressed the chapter's first meeting in mid-October on "costs and economics in materials handling."

Caster & Floor Truck Manufacturers' Association has formed a traffic committee. Chairman is C. H. Strauss, Ironbound Box & Lumber Co. The new committee will hold meetings a day ahead of the association's regular meetings. Says H. P. Dolan, association secretary: "The members of this association are becoming increasingly conscious of the important part traffic plays in the cost of distribution. I think much of the credit for this belongs to DISTRIBUTION AGE for (its) fine coverage of the field."

A. B. Farquhar Co., conveyor manufacturer of York, Pa., has been bought by the Oliver Corp., big farm equipment maker. Founded nearly a century ago, Farquhar will retain its present manufacturing and dealer set-up despite the change in ownership.

Public Warehousing . . .

Midwest Warehouse Co., Denver, has built a three-unit transit warehouse facility. Each building has 44,000 square feet of storage space, 16-foot ceilings, and ample siding and truck platform area. One-story, brick-and-concrete construction will permit use of modern handling methods.

National Association of Refrigerated Warehouses reports member warehousemen throughout the country are wide awake to possibilities of modern handling. Returning from a nationwide tour, J. P. Johnson, NARW president, said: "Our people are thinking in terms of modernizing for efficiency . . . and of expanding to take care of the rapidly increasing needs for perishable food storage."

MEN

IN DISTRIBUTION

Industrial Traffic Management

Peter Bakarak, Great Lakes Steel Corp., Ecorse, Mich., has been elected president of the Michigan Industrial Traffic League, Detroit. B. A. Klukoski, Roosevelt Oil & Refining Co., Mt. Pleasant, Mich., has been elected vice-president; J. J. Whelan, Ford Motor Co., executive secretary; W. E. McComb, Dudley Paper Co., Lansing, Mich., treasurer; J. F. Trilety, Harry Ferguson, Inc., Detroit, recording secretary.

Lee J. Carlson has been promoted to traffic manager of the Mid-State Gummed Paper Co., Chicago. Mr. Carlson was formerly asst. traffic manager.

Lewis L. Crosby has been appointed vice-president in charge of traffic for Cargill Inc., Minneapolis. Mr. Crosby has been with the company in various capacities for 26 years.

Francis M. Holloway has been appointed traffic manager of Skelly Oil Co. Mr. Holloway was formerly asst. traffic manager, having joined the department in 1930. He succeeds A. F. Winn, who has retired, and will have his offices in Kansas City, Mo.

John C. Iselin has been named general traffic manager for Associated Sales & Supply Co., Associated Wood-Preservers, Inc., and Wood Treating Chemicals Co. He will have his headquarters in St. Louis.

Theodore J. Kessler has been promoted to asst. traffic manager of Victor Chemical Works, Chicago. He has been with the traffic department of the company since 1947.

Norman A. Kiefer has been named district traffic manager of Bethlehem Steel Co. at Lackawanna, N. Y.

Albert H. Lathrop is the new general traffic manager for American Enka Corp., with offices at Enka, N. C. Mr. Lathrop has been with the company since 1929.

W. T. Mabee is the new traffic manager, parts and accessories operation, Ford Division's general office, Ford Motor Co., Dearborn, Mich. He succeeds D. E. MacMillan who has resigned.

Grant L. Moran, traffic manager, Western Auto Supply Co., has been elected president of the Industrial



One Call Gets Them All!

Like Old St. Nick himself, you may have distribution problems — particularly in the West. If you do, it's likely that one call to Consolidated Freightways will get you any or all the transportation services you need.

You get the peace and good will that result from dealing with one responsible company. You get POOL CAR DISTRIBUTION . . . WAREHOUSING . . . LOCAL CARTAGE at every logical distribution point in the West. You get MOTOR FREIGHT SERVICE to more than 900 important cities and

towns from the Great Lakes to the Pacific Coast.

Call your nearest Consolidated agency, or write for information.

"A Complete
Transportation Service"

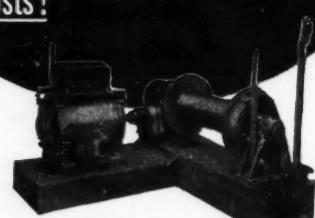


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pull and spot cars . . . warp
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**Cut Your Materials-Handling
Costs!**



SOME TYPICAL USERS: Armstrong Cork Co.; Bethlehem Steel; Cross, Austin & Ireland; Great Northern Rwy.; Johns Manville; Hercules Powder; NYC RR; Nicholson File Co.; Rochester Gas & Elec.; Socony-Vacuum Oil, etc.

Write for Bulletin No. 64A

Mfrs. of KRANE KAR Swing-Boom Mobile Cranes . . . Heavy-Duty Fork LIFTRUK . . . Cranes for Motor Trucks . . . Capstans, Gypsies, Single and Double Drum Winches.

SILENT HOIST & CRANE CO. 857 63rd ST., BROOKLYN 20, N.Y.

Traffic Managers' Assn. of Kansas City, Mo. James W. Lee, traffic manager, Bendix Aviation Co., is vice-president; George G. Miller, traffic manager, Sealrite Co., Inc., secretary-treasurer.

H. A. Nelson has been elected president of the Chain Store Traffic League, New York City, succeeding R. M. Vowels. Mr. Nelson is traffic manager for S. H. Kress & Co.

Ray O. Springsteen has been appointed head of the newly created traffic department of Rohr Air Corp., Chula Vista, Calif. Mr. Springsteen was formerly with American Mineral Spirits Co.

Materials Handling

W. A. Bauer has been elected chairman of the board of the Baker-Rau Lang Co. Elected directors of the company were Joseph Joiner, A. D. Hall, George Miller, W. A. Stanger and R. H. Davies.

Samuel W. Gibb has been appointed vice-president in charge of sales for C&D Batteries, Inc., Conshohocken, Pa. Mr. Gibb was formerly with Yale & Towne Mfg. Co., and is a past president of the Materials Handling Institute.

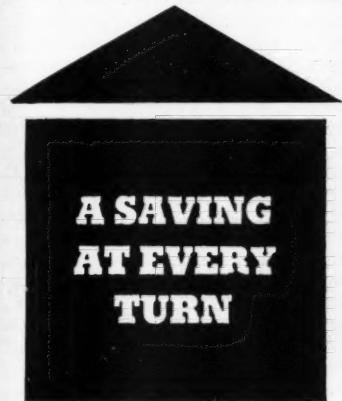
Packing and Packaging

Robert de S. Couch, General Foods Corp., has been elected president of the Packaging Institute. R. Chester Reed, secretary of the packaging committee, the Texas Co., and F. S. Leinbach, asst. sales manager and secretary, Riegel Paper Corp., are vice-presidents. Dr. L. P. Burton was re-appointed executive director.

Traffic and Transportation

The Associated Traffic Clubs of America elected officers at its 28th annual meeting recently. President, F. E. Luebbe, traffic manager, The Kroger Co., Cincinnati, O., succeeding J. P. Krumech; executive vice-president, E. George Siedley, general traffic manager, Armstrong Cork Co., Lancaster, Pa. Reelected, vice-president, education and research, G. Lloyd Wilson, chairman of the department of transportation and public utilities, University of Pennsylvania; secretary-treasurer, R. A. Ellison, manager, transportation department, Cincinnati Chamber of Commerce.

R. J. Fletcher, general counsel, Boston & Maine Railroad, Boston, has been elected president of District No. 1 Chapter, Assn. of Interstate Commerce Commission Practitioners. Neal J. Holland, attorney, secretary-treasurer. The following were elected vice-presidents: F. P. Gill, traffic manager, Oxford Paper Co., Portland, Maine; Justus H. Sturtevant, attorney; Ronald S. Woodberry, general



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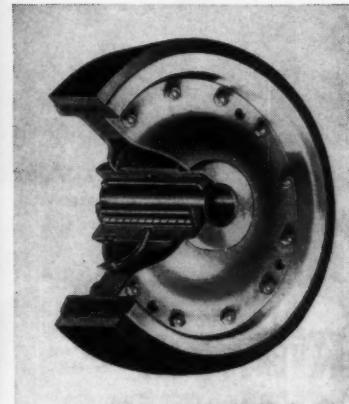
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traffic manager, New England Motor Rate Bureau, Boston.

P. Steele Labagh, traffic director of Calif. Packing Corp., has been elected the new chairman of the San Francisco chapter Interstate Commerce Commission Practitioners. L. E. Bin-sacca, traffic manager, M. J. B. Co. and Western Can Co. is the new vice-chairman, and W. L. Bush, asst. to manager of traffic department, Standard Oil Co., secretary-treasurer.

H. W. (Ray) MacArthur has been named special representative for the National Carloading Corp., New York City. Mr. MacArthur was formerly general traffic manager, U. S. Industrial Chemicals, Inc., and Air Reduction Co., Inc.

Frank Martino, traffic manager, Metals Disintegrating Co., Union, N. J., has been elected president of the Newark chapter of Delta Nu Alpha transportation fraternity. Milton Goldstein, traffic manager of Serutan, Inc., and a contributor to DISTRIBUTION AGE magazine, is the new vice-president.

John E. McCullough, St. Louis-San Francisco Railroad, has been elected president of the St. Louis regional chapter of the Assn. of Interstate Commerce Commission Practitioners. H. G. Wilson, traffic manager, Columbia Quarry Co., and R. P. Yellen, gen-

eral agent, Norfolk & Western Railroad were elected vice-chairman and alternate vice-chairman, respectively; Walter Hanson, asst. director, transportation bureau, St. Louis Chamber of Commerce, and James H. Harriss, traffic department, Monsanto Chemical Co., were named treasurer and alternate treasurer, respectively.

William P. O'Brien, commercial agent for the Illinois Central Railroad, has been elected president of the Stock Yards District Traffic Club. E. E. Aird, U. S. Cold Storage Corp., is vice-president; J. G. Regis, Victor Mfg. and Gasket Co., secretary; W. J. Heerman, Wabash Railroad, treasurer.

H. V. Pendley, Atlanta Service Warehouse, has been elected president of the University of Georgia chapter of Delta Nu Alpha transportation fraternity, succeeding Guy McGarity, Central of Ga. Railway. J. D. Lemming has been elected first vice-president; J. W. Ivey, secretary; T. H. Smith, treasurer.

F. J. Ryan, Toledo & Iron-ton Railroad, has been elected president of Delta Nu Alpha transportation fraternity. A. M. Bastress, Maryland & Pennsylvania Railroad, is executive vice-president; F. C. Hermann, Hermann Forwarding Co., first vice-president; H. E. Dixon, Sr., Commercial Traffic Management Service,

second vice-president; J. E. Howard, Pennsylvania Railroad, secretary & treasurer; C. F. Miller, Baltimore & Ohio Railroad, recorder of records; E. C. Morgan, Branch Motor Express Co., counsellor. T. V. Volk, Dupont Co., was elected chairman of the board of directors.

Transportation—Air

Alvin P. Adams has been elected vice-president of Pan American World Airways.

William R. Blackwood has been elected to the newly-created post of controller of Eastern Air Lines.

O. T. Larson has been appointed assistant vice-president, transportation services, of United Air Lines.

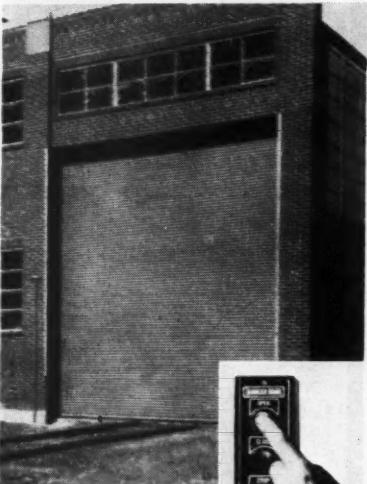
Thomas K. Taylor has been promoted to vice-president of Trans-World Airlines. Mr. Taylor was formerly asst. vice-president. He will make his offices in Washington, D. C.

Government

Morris Forgash has been appointed consultant to the administrator in the field of freight forwarding, for DTA. Mr. Forgash is president of the U. S. Freight Co., a holding company for several corporations, and is a resident of New York City.

Elmer J. Stubbs has been named di-

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quickly pay for themselves in at least three ways:

(1) By opening straight upward with smooth, easy, spring-counterbalanced action, they give you full use of all floor and wall space around doorways. Materials of any kind can be stored within an inch or two of the doors, inside or out, without impeding their operation.

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rector of the railroad transport division, DTA. Mr. Stubbs is asst. vice-president in the operating department, Erie Railroad, with which he has been associated since 1913.

—Highway

Allied Van Lines, Inc., Chicago, has added six agents to its moving service system. These are: Gold Spring Storage Co., Buffalo, N.Y.; Ben Langan Storage & Moving Co., St. Louis; Corrigan Bros., Inc., Cleveland; Paul's Moving & Storage Co., Pasadena, Calif.; Warberg Bros. Coal & Transfer Co., Twin Falls, Idaho; and Roberts of San Francisco.

Shearer C. Bowman has been elected vice-president in charge of operations and sales for East Coast Freight Lines, Richmond, Va.

S. T. Burdette is the new district freight agent for California Cartage Co., San Diego. He was previously with Pacific Freight Lines, San Diego.

J. Robert Cooper has been elected chairman of the Regular Common Carrier Conference of American Trucking Associations. Mr. Cooper is associated with Red Star Transit Co., Detroit. He succeeds Carroll J. Roush of Roadway Express, Inc., Akron, Ohio. Earl F. Buckingham, Buckingham Transportation Co., Denver, was advanced from second vice-chairman to vice-chairman; Lee A. Hyde of Highway Express, Inc., Memphis, Tenn., was elected second vice-chairman; Sidney Allen, Central Truck Lines, Tampa, Fla., was re-elected treasurer.

Irving J. Devitt has been appointed district manager at Indianapolis for the Decatur Cartage Co. He was formerly with the company in Chicago.

Murray L. Gibson has been appointed asst. director of sales for Hayes Freight Lines, Mattoon, Ill. Mr. Gibson previously had been traffic manager of the International Harvester Co.

Joseph T. Gordon has been appointed general freight agent at New York of Interstate Freight System.

Charles D. Hardesty, Jr., has been named traffic manager of Mason and Dixon Lines, Kingsport, Tenn. Mr. Hardesty has been with the firm since 1948.

A. A. Kearney has been elected president of Brown Trailers succeeding T. C. Brown, who became chairman of the board. Mr. Kearney was formerly vice-president in charge of sales.

Marion B. McClelland has been named district manager of Scherer Freight Lines in central Illinois. Mr.

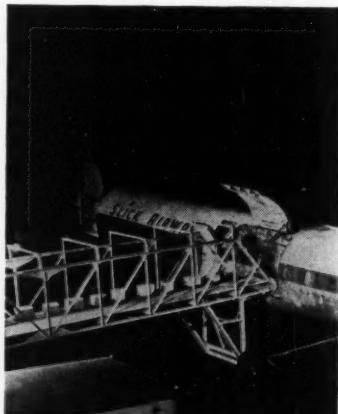
McClelland will have his offices in Decatur, Ill.

Charles J. McNeill is the new freight representative in the Worcester, Mass., area for Harrison Motor Freight Co., Hillside, N.J.

Walter F. Mullady, president of Decatur Cartage Co., Chicago, was elected president of the American Trucking Associations at its recent meeting. He succeeds Leland James, president of Consolidated Freightways, Portland, Ore., who became chairman of the board. Walter F. Carey, president of Commercial Carriers, Inc., and Commercial Barge Lines, Detroit, was elected first vice-president; Fred B. Hufnagel, Jr., coordinating executive of Sun Oil Co., Philadelphia, was re-elected second vice-president; C. J. Williams, president of Hillside Transit Co., Inc., Milwaukee, third vice-president; John Ruan, president, Ruan Transportation Co., Des Moines, fourth vice-president. George V. Easler and Chester G. Moore were re-elected treasurer and secretary, respectively. Vice-presidents at large are E. J. Buhner, president, Silver Fleet Motor Express Co., Louisville, Ky.; H. D. Horton, chairman of Associated Transport, Inc., New York; and Henry E. English, president of Red Ball Motor Freight Lines, Dallas, Texas.

Vern Sims has been elected president of the Idaho Motor Transport Assn., succeeding Ezra Hawkes.

A Slick Trick in Handling



Here is a dramatic night shot, showing air cargo being loaded into a waiting plane by means of a new automatic loading ramp in use by Slick Airways. Freight is carried up the 50-foot ramp on a rubberized conveyor belt, and pieces up to 1,000 lbs. can be handled. Slick reports that use of this ramp has cut its loading and unloading time in half, the time saved being reflected in faster delivery service.

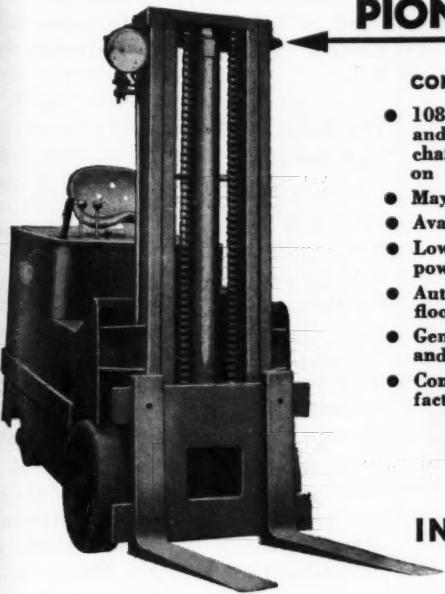
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- Generously powered to negotiate ramps with full load and furnish rapid floor and lifting speeds. May also be furnished in 3000 or 4000 lb. capacities.
- Consult your classified telephone directory for local representation or write factory for pamphlet on Fork or Platform type truck.

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P H E L P S , N . Y .

A. L. Springer has been named to the newly created position of director, transportation and properties, Pacific Intermountain Express Co., Oakland, Calif. He was formerly the company's fleet maintenance superintendent.

C. Truman Yoder has been named vice-president in charge of insurance program and rate and tariff structure of Dallas and Mavis Forwarding, Inc., South Bend, Ind. Mr. Yoder was formerly production engineer at the Studebaker Corp.

Rail

Frank H. Cross has been elected president of the National Assn. of Shippers Advisory Boards. Mr. Cross is asst. director of traffic of General Mills, Inc. Arthur P. Little, general traffic manager of the Dennison Mfg. Co., and John N. Lind, asst. general traffic manager of National Supply Co., were elected vice-presidents. C. L. Denk, Jr., general traffic manager of the Fulton Bag & Cotton Mills, was named secretary.

Herbert B. Tucker has been appointed superintendent of the New York terminal district, which includes the marine department and river division, for the New York Central Railroad. He succeeds Leroy Relyea, who is retiring after 50 years with the railroad.

Byron L. Vaughn is the new general agent for Fisco Railway at Seattle, Wash. He succeeds William H. Prewer, who has retired.

Robert T. White has been named division freight agent of the Chicago, Milwaukee, St. Paul & Pacific Railroad, succeeding Joseph L. Lahey, who has retired. Mr. White, who has been with the company since 1926, will have his offices in Chicago.

Warehousing

Oscar S. Anderson has been elected president of the Adams Transfer & Storage Co., Kansas City, Mo., in a recent re-organization occasioned by the death of the late Dickens S. Adams. M. A. Kreuter is vice-president, and Nell T. (Mrs. D.S.) Adams, secretary.

W. N. McKinney, American Transfer & Storage Co., Dallas, has been elected president of the Southwest Warehouse and Transfermen's Assn., Inc. He succeeds J. R. Herrin, Herrin Transfer & Warehouse Co., Shreveport, La. Jack B. Craddock, Binyon-O'Keefe Storage Co., Fort Worth, Texas, was elected first vice-president; J. W. Tallman, Southern Transfer & Storage Co., San Antonio, second vice-president; B. T. Jackson, Commercial Warehouse Co., Little Rock,

Ark., vice-president for Arkansas; Paul DeClouet, Southwest Warehouse Co., vice-president for Louisiana; Howard Smith, Southwest Moving & Storage, Albuquerque, N. M., vice-president for New Mexico; D. L. Wigington, O. K. Transfer & Storage Co., Lawton, Okla., vice-president for Oklahoma; Steward Johnson, Scobey Fireproof Storage Co., San Antonio, Texas, vice-president for Texas; Gus K. Weatherred, Dallas Transfer & Terminal Warehouse Co., Dallas, director, executive committee. The following were elected directors: H. S. Humphries, Armstrong Warehouse & Transfer, Lubbock, Texas; Harry Rogers, Rogers Transfer & Storage Co., Galveston, Texas; John K. Dozier, Houston Terminal Warehouse & Cold Storage Co., Houston; V. D. Pollard, Texas Fireproof Storage, Waco, Texas.

Jack Woodside, John J. Woodside Storage Co., Atlanta, was elected president of the Southeastern Warehousemen & Movers' Assn.; Robert R. Robertson, Fidelity Storage & Warehouse Co., Orlando, Fla., was chosen first vice-president; W. C. Hudlow, Arrow Transfer and Storage Co., Chattanooga, Tenn., second vice-president; Frank McNeely, Carolina Transfer and Storage Co., Charlotte, secretary and treasurer.

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Here's a Mighty Tool

(Continued from page 21)

order notify B/L (yellow) negotiable; uniform livestock contract; Canadian B/L.

- **Government B/L:** Form 1103, standard B/L; Form 1103A, memorandum; and Form 1131, transit B/L.

The B/L and Military Management

Here something should be said about a nebulous something which may be called "the military mind." It is the sum total of all the thinking that has gone into the "art of war." It recognizes three recurring cycles of war: War itself; recovery from war; preparation for war.

There has emerged a realization there is need for military management of the highest order of efficiency in the "back-of-the-lines" or "business conduct" of defense agencies. Good work *behind the line* makes for victory *on the line*.

Military management may be better understood by the layman if he knows what it does. In other words, what is its function? There may be said to be five functions of military management: planning, organizing; directing; coordinating; controlling.

Perhaps the greatest use of the government B/L may be found in the field of No. 5—controlling. Here the non-fighter transportation specialist enters the field, dressed for the fray as what may be titled a "Knight of Distribution."

Distribution—what is that? It has been said that the total cost of World War II to the United States was 350,000,000,000 dollars. Of that amount \$250,000,000,000 was spent for supplies. Far too much! It is quite possible that, within the near future, our country cannot engage in a global conflict without dissipating our natural resources and productive capacity so that we will be thereafter impoverished! The answer appears to be *fewer supplies better handled!* We may, therefore, in 1951 coin a new definition of distribution: "Whatever it takes to cut down on the process of throwing excessive natural resources into the

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conflict—but still have enough at any combat point, when needed!"

Distribution may be a further development of commercial practice, by which large firms are more and more appointing a vice-president in charge of traffic. In such industries the transportation specialist participates with equality (early) in all major decisions which in any way concern distribution.

Distribution and a growing appreciation of its importance in military management may be indicated by the U. S. Air Force appointment to Directorate level of Maj. Gen. W. E. Farthing, Director of Transportation, Hq USAF—on a level with the Directors of Supply and Maintenance. It is hoped that the same pattern of placing transportation on an equal basis with supply (instead of subordinate to it) will be carried on throughout the Defense Department.

It is also possible that a new relationship might very well emerge between distribution and what has been termed *logistics*. Logistics has been variously defined, but may be brought into this discussion as meaning:

• *Logistics* (short definition): Supply of the armies;

• *Logistics* (long definition): That part of the entire military activity which deals with (1) design and development, acquisition, storage, movement, distribution, maintenance, evacuation, and disposition of materiel; (2) induction, classification, training, assignment, welfare, movement, evacuation, and separation of personnel; (3) acquisition or construction, maintenance, operation, and disposition of facil-

ties; and (4) acquisition or furnishing of service.

Further, it comprises both planning (including determination or requirements) and implementation.

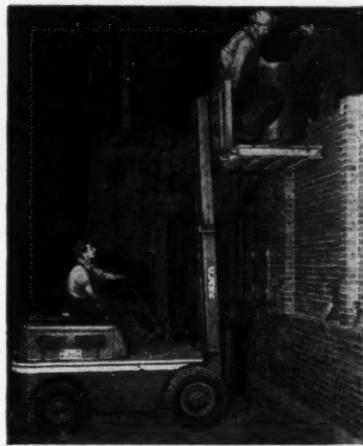
There should be something in the field of military management to link up the current concept of logistics with an advanced concept of distribution, to simplify the whole process of getting materials from supplier to soldier, from the time the dollars are estimated and provided.

The following are suggested as possible steps: Comptroller (budget, costing, manpower, procedures); requirements (centralized stock control); research and development; procurement; packing and packaging (marking); transportation (traffic management, original use of government B/L); service and maintenance (materials handling equipment, etc.); warehousing; distribution (statistical and analysis control, using the government B/L as a tool of military management for control of military distribution or logistics).

In the above concept it might be well to discuss the relationship between "transportation," "traffic management," and "distribution." Transportation-traffic management is used in much the same sense as in industrial life. Distribution, however, is used in a somewhat different and enlarged sense than heretofore; namely, as a control or check on the entire *supplier to soldier process*. As a function of military management, it would be "controlling" (*See above*).

B/L for Analysis

What are the elements of a B/L that make it an important manage-



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up and down steps.

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The ideal truck for every purpose! No lifting . . . no fatigue . . . carries a full load safely up and down stairs and crawls over obstructions. Your men will appreciate the Escort truck. —

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Augusta, Ga.

ment tool? There are over 30 important elements or bits of information on a B/L which are capable of interesting statistical analysis. For the sake of simplification only 10 will be considered here (*see Table I and Exhibit A*).

The items shown in Table I are only some of the elements of a single government B/L which tell the story of "what happen?" to a single shipment. They are what may be described as a "Broad Purpose Management Tool." Now how can these 10 elements be related to a situation in which there are actually thousands of B/L's? The problem may be illustrated by two examples.

The first example may be entitled "Efficient Traffic Management—A Study BY DESTINATION" (*see Exhibit B and Table II*)—"The Special Purpose Management Tool." On the left side of this exhibit the necessary elements of numerous B/L's are related to a single factor—the destination under study. Note the complexity of computing thousands of B/L's where only seven other elements have been "tied-in" to the single element, destination. By so doing, however, much information of real value is acquired, such as is shown in Table I.

The second example may be entitled "Efficient Traffic Management—A Study By Appropriation Chargeable" (*see Exhibit B*). On the right side of this exhibit numerous B/L's would be used to relate only two elements to a single factor—the particular "(9)—Appropriation Chargeable." In other words, the elements of "weight" and "estimated charges" are related to a certain transportation fund project under study. This is a less complex study, but of considerable value as indicated by Table III on page 21.

These examples illustrate the whole truth and nothing but the truth insofar as they go. However, they do not represent "all of the truth. There are many other examples which might be shown of combinations of elements of numerous B/L's which would assist top level defense traffic management in answering management, budget, and cost analysis problems—at the same time aiding more efficient

traffic management and distribution.

What then are the difficulties encountered in using the full potential of the government B/L as a military management tool?

The principal difficulty in using B/L's as a tool of management is the magnitude of the problem. It has been estimated that a single Air Force Command used approximately 500,000 B/L's per year. Under the impact of the Korean effort, this number may perhaps be more than doubled.

While it is true that the Navy and the Army have used punch-card sampling of B/L's to provide general statistical information on carriers used, commodities, territories, rate investigations, etc., still there remains a practically untouched field in the use of the government B/L as a tool of military management.

Military Management has only scratched the surface of the B/L statistical and control potential in more efficient distribution-logistics.

It is entirely possible that if we can control and improve military distribution (use less supplies, distribute them better) that we can thereby win the victory. The government B/L might be the tool to do the trick.

Perhaps what our country needs is a Vice-President in charge of Distribution-Logistics!

British Handling Show

Next June 4-14, another big mechanical handling show will be held at Olympia, London. Some 250,000 square feet of floor space, making this exhibition the largest of its kind in the world according to reports, will be devoted to displaying products of nearly 200 exhibitors covering every type of mechanical equipment including pallets, trucks, cranes, overhead conveyors, belt conveyors, elevators, and many other kinds of accessories. About 12 papers by leading experts will be read during the Convention. To accommodate the visitors, many of whom are expected from other countries, a convention hall seating 750 will be used. The program for this convention will be available later. The exhibition and convention are organized by the British trade magazine, *Mechanical Handling*, with the support of various British industrial organizations.

. . . Note: In 1950, Britain exported close to \$30,000,000 worth of materials handling equipment—more than 10 per cent above the 1949 figure.

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Delta Nu Alpha Holds Its Annual Meeting

APPROXIMATELY 88 delegates and alternates, representing 31 chapters, met at the Hotel Dupont, Wilmington, Delaware, on October 13 and 14 for the annual meeting of Delta Nu Alpha transportation fraternity. E. C. Morgan, vice-president of Branch Motor Express Co., and the president of the fraternity, conducted the meetings.

The first session was devoted to reports of regional vice-presidents which indicated much activity taking place in the formation of new chapters. National committees reported on their activities during the past six months. Of particular interest was a paper, "Education for Transportation and Traffic," presented by Dr. Frank E. Asher, chairman of the national committee on education and research. Areas of cooperation between the fraternity and the American Society of Traffic and Transportation were discussed by Charles H. Vayo, chairman of the board, ASTT. He suggested that the fraternity, as part of its education program, assist its members in preparing for the Society's examinations. A seven-man committee was set up to work with a committee of the Society. Mr. Vayo also announced that the Society has established a fund for lending money for payment of fees to men who desire to take the examinations. Such loans are without interest charges.

Membership Figures

A report by T. V. Volk, chairman of the board of directors, revealed that the fraternity now has 57 chapters, with a total membership of 3100.

F. J. Ryan, Detroit, Toledo & Ironton Railroad, was elected president of Delta Nu Alpha. (For other officers, see *Men in Distribution*.)

The Executive Committee of the fraternity will decide at its next meeting on the location for the next national meeting which will be held in May, 1952.

DANDUX FURNITURE PADS

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Heavy Covering

Two Colors (one on each side)

Nylon Binding

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Due to the increase in the cost of materials and due to the fact that this advertisement is made up weeks in advance, prices may be changed by the time this advertisement appears.

GAIR
SHIPPING
CONTAINERS

Eliminate Many Hazards of Shipping

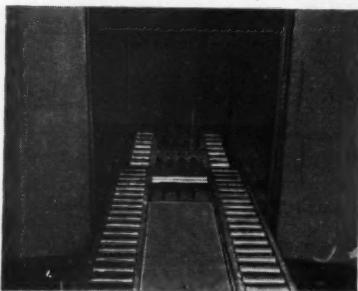
Gair Corrugated Containers are so scientifically constructed that they offer the utmost PROTECTION against the many hazards of shipping...truly amazing how they withstand tremendous knocking about and rough usage.

Without obligation Robert Gair offers a helping hand in solving shipping container problems.

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PAPERBOARD • FOLDING CARTONS • SHIPPING CONTAINERS

Cut Loading Time in FREIGHT CARS and TRUCKS...



ISLAND "Made to Measure" PALLET or SKID DOLLIES

Get the benefits of smoother . . . faster . . . more efficient handling of your pallets or skids with the *only* dollies "tailor-made" to your needs. They do a better job and lower your costs because:

1. You get the efficiency and economy of creating unit loads as the first step in the handling cycle.
2. You eliminate ramp handling and dockboards.
3. No industrial trucks enter carriers, hence less wear on vehicle beds.
4. Loads always ride level, thus reducing damage loss.

Streamline your loading and unloading operations.

Get an estimate on a dolly fitted to your operation . . . your pallet . . . your unit load.

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ISLAND EQUIPMENT CORP. Dept. DAI2
27-01 Bridge Plaza North
Long Island City 1, N. Y.

Please quote us on a pallet (or skid) based on the following data:

Our pallet (or skid) is 2-way 4-way

Stringer length _____ "

Width _____ "

Width of bottom boards _____ "

Maximum load _____ lbs.

We want to improve operations and lower costs in:

TRUCK loading unloading

We have no truck dock

Our truck dock is _____" above street level.

FREIGHT car load. unload.

We have no car platform

Our platform is _____" above rails.

There is a _____" gap between car and platform.

NAMÉ _____ TITLE _____

COMPANY _____

ADDRESS _____

CITY _____ STATE _____

New Literature

THE BAKER FS FORK TRUCK is described in this eight-page bulletin which shows all important construction and operating features. Illustrated with many photos, bulletin 1327 offers complete engineering information about the truck.

Circle 226 on Readers' Service Card

MODEL AND ATTACHMENT INFORMATION is available at a glance in the new condensed catalogue of the Clark Equipment Co., Industrial Truck Division, by means of visual cross reference charts. Broken down page by page, the catalogue shows specifications by model and capacity. Attachments and devices are listed on a cross reference page.

Circle 227 on Readers' Service Card

MOTORIZED HAND TRUCKS and electric stackers are the subject of this 16-page bulletin (P 809) issued by Yale and Towne describing the application, types and operation features of their Worksaver line of "ride'em or walk'em" industrial trucks. A special section shows the attachments available for the trucks.

Circle 228 on Readers' Service Card

"CARE AND MAINTENANCE of industrial trucks," issued by the Baker-Raulang Co. is an informative booklet which offers a maintenance program for electric powered trucks. Using photo and caption method, the booklet is graphic and easy to follow.

Circle 229 on Readers' Service Card

DEFENSE CONTRACTS are discussed in "If You Want To Do Business with the Government" which tells in concise up-to-the-minute terms what is required of anyone seeking a defense or other government contract.

Circle 230 on Readers' Service Card

PAYLOADER TRACTOR SHOVELS in bulk-material-handling application in many plants are shown in this illustrated catalogue issued by Frank G. Hough Co. Job studies and performance data, and specifications on the many models of the tractor shovels have been included.

Circle 231 on Readers' Service Card

IN "SAFETY SAVES," a booklet put out by Clark Equipment Co., cartoons help emphasize the do's and don'ts of fork truck operation. Pocket size, it definitely keeps you abreast of the latest safety tips.

Circle 232 on Readers' Service Card

SELECTING CONVEYORS, trucks and industrial casters is made easy by this new 28-page catalogue issued by the Rapids-Standard Co. Illustrated with photos and

charts, the booklet describes the variety of gravity and powered conveyors, hand trucks, and casters available from the company.

Circle 233 on Readers' Service Card

ROLLING A LOADED PALLET in any direction is the theme of this bulletin of the Frank L. Robinson Co. describing the Ace swivel pallet roller. Drawings and specifications tell about the three types of pallet rollers, available.

Circle 234 on Readers' Service Card

"FORTY-EIGHT STATES—UNITED" deals with the need for uniformity in motor vehicle and traffic laws in all states. Dramatically presented the booklet, issued by the National Highway Users Conference, offers suggestions as to how highway user groups and others can cooperate to bring their state motor vehicle laws into conformity with the Uniform Vehicle Code.

Circle 235 on Readers' Service Card

BARRETT HANDLING EQUIPMENT illustrated in bulletin 5191, just published, includes a line of electric industrial trucks and tractors. The principal units in the company's comprehensive line of equipment for the floor level handling of materials are described.

Circle 236 on Readers' Service Card

THE GAEX OPERATIONS MANUAL, a large, 42-page booklet, describes all of the features of the GAEX freight car, and graphically illustrates with photos and drawings the correct procedures for loading and unloading various commodities. Such titles as "Quick and Safe Loading," "Systematic Unloading," and "Seven Typical Load Photographs" indicate what is offered.

Circle 237 on Readers' Service Card

"SELLING TO GM," an attractive booklet issued by General Motors, makes it easier for prospective suppliers of GM by listing the purchasing departments of each division, together with the chief products made by the corporation.

Circle 238 on Readers' Service Card

"HOWE" TO MOVE MATERIALS faster and easier is described in the Howe Scale Co.'s 12-page catalogue in which specifications and illustrations for the complete line of the company's equipment are offered.

Circle 239 on Readers' Service Card

"AUTOMOBILE FACTS and Figures" first published in 1919 is now available in its 31st edition. This year book has statistically chronicled the growth of U. S. highway transport over the years, and is a mine of information about the subject.

Circle 240 on Readers' Service Card

THE FOUR-PURPOSE CARRIAGE fork truck attachment is described and illustrated in bulletin 1350-1, just released by the Baker-Raulang Co., which shows how one truck can be used for standard fork use, clamp action, fork spacing for different load widths, and side shifter action.

Circle 241 on Readers' Service Card

OVERDOORS and electric operating equipment for both residential and industrial use are fully described in the Barber-Colman Co.'s latest catalogue. Manually and electrically operated doors, and a variety of operator controls, including radio controls, are discussed.

Circle 242 on Readers' Service Card

CASE STUDY 351 just released by Baker-Raulang tells how one company uses three fork trucks to keep up with skyrocketing production rates. An easy-to-read report, the bulletin uses action photos to tell most of the story.

Circle 243 on Readers' Service Card

HEAVY DUTY FORK TRUCKS made by Tracto-Lift for use in outside areas are described in this illustrated bulletin. The booklet shows the truck in a variety of rugged outdoor jobs.

Circle 244 on Readers' Service Card

THE HIGHWAY CRISIS is graphically described in "Another Great Threat to Our Progress and Security," a pamphlet written

by Paul W. Litchfield, chairman of the board, Goodyear Tire & Rubber Co., another in the series dealing with the economic prospects of this decade. Reviewing the current highway situation, Mr. Litchfield shows the need for a new road building program.

Circle 245 on Readers' Service Card

TIME AND PLACE UTILITY form the subject of the latest issue of the Clark Equipment Co.'s "Material Handling News." Useful definitions of these concepts are given in this attractive colored booklet, together with "on the job" photos, and captions which illustrate the best methods for meeting the varying handling problems encountered from receiving dock, through the plant, to shipping.

Circle 246 on Readers' Service Card

Books . . .

NAMES, ADDRESSES, and telephone numbers of all Federal agencies whose functions are devoted in whole or in part to national defense are listed in the 152-page third edition of the Handbook of Emergency Defense Activities. Available from the Superintendent of Documents, Government Printing Office, Washington 25, D. C., 30 cents.

1951 CONFERENCE PROCEEDINGS of the National Assn. of Cost Accountants contains the complete text of papers presented at the 32nd International Cost Conference. To non-members \$3.00. 505 Park Avenue, New York 22, N. Y.

Electric Protection Services FIRE·BURGLARY·HOLDUP

Aero Automatic Fire Detection and Alarm Service

Sprinkler Supervisory and Waterflow Alarm Service

Watchman's Supervisory and Manual Fire Alarm Service

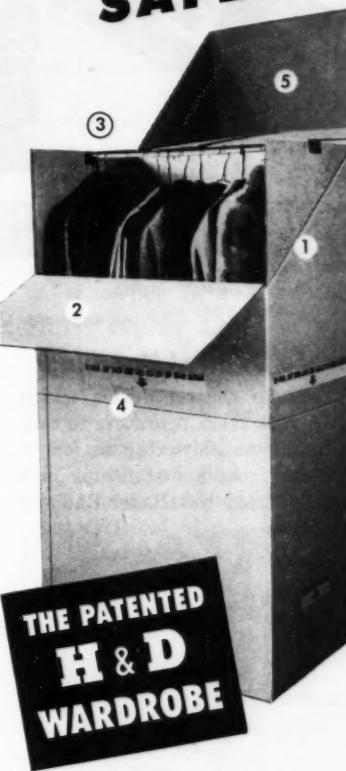
Industrial Process and Heating System Supervisory Service

Burglar Alarm and Holdup Alarm Services

AMERICAN DISTRICT TELEGRAPH CO.
155 SIXTH AVENUE NEW YORK 13, N. Y.
Central Stations in All Principal Cities

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PACK CLOTHES
FASTER
SAFER!



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Cuts packing and handling time.
Saves valuable space—Stored flat.
Modern, practical, inexpensive.
Creates Customer Good-Will.

(1) Size: 29" wide 19½" deep, 57" top to bottom . . . (2) drop access door for easy packing and unpacking . . . (3) non-sagging metal bar supports 125 pounds . . . (4) sealed at center insures dustproof closure . . . (5) for permanent home storage, top is cut to form hinge cover.

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Write Today for Illustrated Folder & Prices.

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DA NEW Products

FOR FURTHER INFORMATION USE READERS' SERVICE CARD

Remote Control Handling

A remote control device which enables fork truck operators to control lifting and lowering action of the forks from a distance is now available from the Baker-Raulang



Co. for use with any of their trucks. Lifting and lowering is controlled by a small remote control unit held in the operator's hand. During normal truck operations, the remote control unit clamps over the tie bar on the truck's inner upright. Cable for the unit is housed under tension, and the reels contain enough cable to allow unit to reach truck's standard lift limit.

Circle 247 on Readers' Service Card

Drum Handling Made Easy

A safe and efficient attachment for horizontal drum handling can now be obtained from the Yale and Towne Co. for use with any industrial fork truck without removing the forks or making any hydraulic or mechanical connections. Completely automatic, the device is a

self contained unit that fits over the forks and is fixed to them by two screw type clamps. One or two drums can be lifted easily and

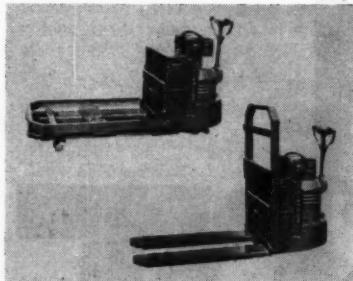


drums can be stacked as high as the lifting range of the fork truck. Loads will not drop with sudden stops, when traveling over a rough surface, or when truck channels are tilted.

Circle 248 on Readers' Service Card

New Platform Adapter

A new device for converting the Towmotor Model "W" electric pallet truck into a platform truck for handling platforms, skids and tote boxes, is now available from the



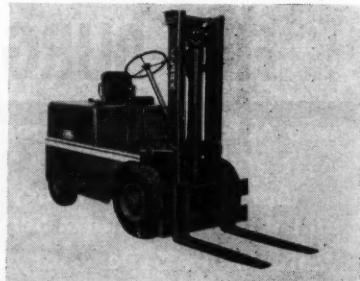
Towmotor Corp. Constructed of sturdy steel framework, the new platform adapter adds extra height to the forks of the truck. When not

in use, it folds up over the battery. Height of the forks with adapter is 7 inches in the lowered position, 11 inches raised. Special adapters for use with batteries longer than 27 inches, the standard "W" width, can be designed by Towmotor.

Circle 249 on Readers' Service Card

Clark Truck Gets Diesel

The Clark Equipment Co. is now offering its Yardlift-40 fork truck with diesel power. This step is made to effect fuel cost saving. The engine is a Model DIX-4D by Hercules, and has a bore of 3½ inches



and a stroke of 4 inches. Major specifications of the truck, such as 8½-inch turning radius, overall width of 41¾ inches, length, etc., remain the same. The only operating changes are minor ones associated with diesel operations. Elimination of an ignition system reduces sparking dangers in areas of high inflammability.

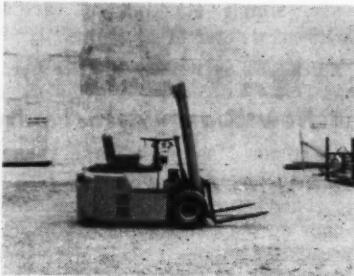
Circle 250 on Readers' Service Card

Truck With Variations

Engineering changes in the Hyster Co.'s Model "20" lift truck allow for much more versatility in

CARD

its use. Among these changes are provisions for using the 2000-lb. capacity, 15-inch load center truck at 24-inch load centers by adding a three-piece counterweight which

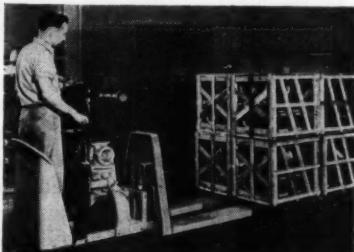


bolts to the rear of the truck. By replacing the standard counterweight with a new skeleton counterweight, the weight of the truck can be reduced by 600 lbs., with a 1300-lb. capacity at 15-inch load center, and 1000-lb. capacity at 24-inch load center. Variations introduced by the company make possible at least six different combinations in the same model truck.

Circle 251 on Readers' Service Card

More Power for Truck-Man

All models of the Truck-Man industrial truck are available with increased horsepower, according to the Knickerbocker Co. The power



change from 4.4 horsepower to 5.8 horsepower represents an increase of 32%. The greater power is the result of an increase in displacement from 13.5 cu. in. to 17.8 cu. in. Truck-Man is manufactured in hydraulically operated skid lift and pallet lift models, utility platform and tractor types, all with 360 degree steering and pneumatic tired drive.

Circle 252 on Readers' Service Card

Collapsible Pallet Box

The Bigelow-Garvey Lumber Co. is making a line of collapsible pallet boxes which can be fastened to almost any standard pallet. Model



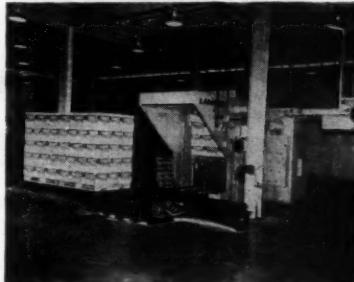
B shown here has an insert panel for easy access to box, and which is held in place without nails so that it is easily removed and replaced. Another box, Model C, has a drop leaf arrangement. The pallet boxes are light and unusually strong as the wires in the corners are 14 gauge and of soft ductile wire so they will stand collapsing many times. The boxes will hold as much as 5000 lbs. and can be returned 10 or 12 times without need for repairs.

Circle 253 on Readers' Service Card

Pallets Kept Waiting

A newly designed automatic arrangement for use with the automatic pallet loader for intermediate storage of pallets awaiting removal after being loaded is being produced by the Lamson Corp. This arrangement makes it possible to accumulate up to six loaded pallets while waiting for a fork truck to return from the stacking area. This eliminates the possibility that loading operations would be delayed while the truck returned from a long trip, or that the truck itself would be held up by returning too soon from a short trip. Loaded pallets are pushed off the pallet

loader's discharge conveyor and onto a second conveyor at right angles to the discharge by a ram, operated automatically. The pallet

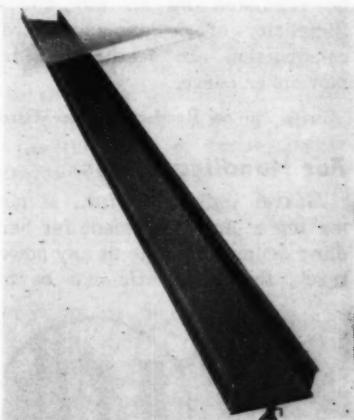


loader itself eliminates manual pallet loading in mass production operations.

Circle 254 on Readers' Service Card

The Lowdown on Chutes

Standard steel chutes for speeding up the handling of bulk and packaged materials are now being manufactured by the Sage Equipment Co. Ideal for receiving and shipping departments, the chutes are made in lengths of 6, 8, 10, and 12 feet, and widths from 6 to 36



inches, in increments of 6 inches. The chutes are formed in one piece from heavy gauge steel with 6-inch sides. A Sage adjustable tripod is usually used at one end to adjust height to individual requirements.

Circle 255 on Readers' Service Card

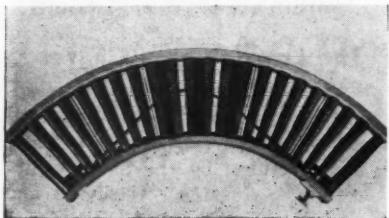
Taking the Curves

A new 90 degree, power roller curve conveyor has been perfected by the Alvey-Ferguson Co. The Live Roller Curve overcomes the problems of conventional curve rollers by use of tapered rollers which provide efficient package con-

DA NEW Products

Continued from previous page

trol with no jamming action, and a simple V-belt drive which gives friction drive to the lower side of the tapered rollers. The belt rides in precision sheaves mounted to

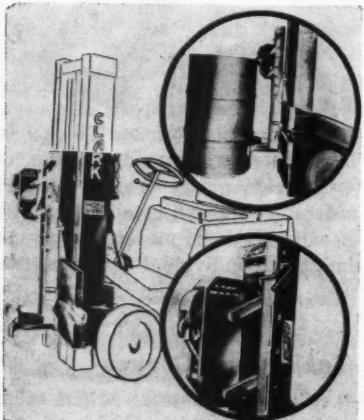


guide it around the arc of the curve. Tension of the V-belt can be regulated by an adjustment. Simplicity of design and sturdy construction are features of the new roller curve.

Circle 256 on Readers' Service Card

For Handling Drums

Marvel Industries, Inc., is now making a new attachment for handling drums. Made to fit any power truck, the Liftomatic can be at-



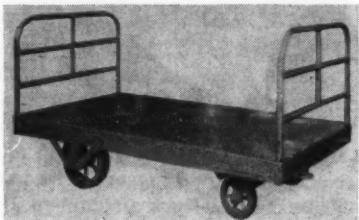
tached or removed from the truck by one operator in a few minutes. The attachment is mechanical and completely automatic, and will handle any drum, fibre or steel, re-

gardless of diameter, height, or bead or rim size. The Liftomatic allows transporting, tiering and exact placement of drums without the use of pallets or Dunnage.

Circle 257 on Readers' Service Card

Replaces Wooden Trucks

A new all steel trailer designed to replace old-style wooden trucks for handling bagged material or carrying one or more pallets loaded with bagged material is being made

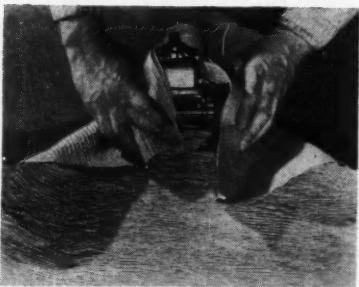


by the Market Forge Co. The smooth steel construction with rounded corners and edges prevents bags and other materials from being torn. Each end of the trailer is equipped with removable tubular racks.

Circle 258 on Readers' Service Card

Can Take Abuse

Two new wrapping materials, "Sof-Rap" and "Krepak," made by the Nichols Paper Products Co., fill almost any wrapping or cushioning



requirements, according to the company. "Sof-Rap" is ideal for wrapping products which require twofold protection. It has an outer wrap to withstand handling abuse, and an inner wrap to provide cushion softness. It prevents friction and abrasive damage. "Krepak," the same as "Sof-Rap" but without the exterior sheet, is perfect for cushion wrapping because of its softness and flexibility.

Circle 259 on Readers' Service Card

Steel Wire Pallets

Light weight, great strength, and space-saving characteristics are features of the USP welded wire pallets made by the Union Steel Products Co. Made in two models of durable welded steel wire, they resist damage and last for years of service. The pallets have extended base plates to facilitate safe, simple stacking of cartons without danger of crushing.

Circle 260 on Readers' Service Card

A New Clamp Attachment

The new Master Universal Clamp, an attachment for use with Lewis-Shepard's fork trucks, is now being made by the company. It can handle boxes, cases or unit loads up to 1700 lbs., 48" long on pallets, bins or



skid platforms when lifting arms are used as conventional forks. When the hydraulic side clamping feature is used, the clamp's great value in the handling of rolls, or bales is realized.

Circle 261 on Readers' Service Card

Steinberg's Super System

(Continued from page 19)

stock. The less accessible top of the rack is used as reserve space. Racks are all palletized. Steinberg's was among the first Montreal firms to go in for an extensive palletized fork lift operation—every pallet is built in Steinberg's own carpenter shop.

Sherman has come across a new wrinkle that's resulted in a saving of more than 75 per cent on pallet maintenance costs. It's this. He found pallets have a tendency to crack near each end because of the tremendous pressure exerted on them by the cases. So now he binds the pallets a few inches from each end with steel strapping and the 30 x 54-in. hardwood platforms just about grow beards before they have to be discarded.

Selecting the Goods

The length of haul, frequency of movement, and ease of handling determine the exact location of each stock on the lines and also on the Selector's lists when these are printed up. The job of selection has been reduced to a fine art, if not a science. Each Steinberg store gets a daily delivery of groceries, five days a week. An order that's taken in the morning at the warehouse is delivered that afternoon or evening. When the store's order arrives at the warehouse, it becomes the warehouse's shipping invoice. The shipper then divides the form into seven sections and places each section on one of the seven selector's desks.

From there, everything is predetermined. Each selector is a specialist in his own section and knows exactly how long it will take to load his 36 x 72-in. skid on his Automatic Transporter or Yale Work-saver. Each man makes up and checks his own order. Then it goes into the grocery shipping dock, which accommodates 10 trailers at a time. An Automatic lowlift truck brings down the order, it's double checked and, still on its original skid, it goes on to the truck.

Shaky loads and glassware are secured. The others rely on compact, interlocking packing to hold them in place. The loading dock is

exactly 50 in. high (and 44 ft. wide, specifically engineered to accommodate trailers) to correspond with the height of the trailer. Ten or 15 minutes later the trailer is ready to go. When it arrives at the store, it backs up to a freight elevator, again at just the right height, on which skids are unloaded directly into the store without any need for handling individual cases. The skids are left at the store, the trailer merely picking up and bringing back the empties from previous loads.

Just adjacent to the warehouse truck platform there's a 46-in. high truck platform that can handle 25 trucks on platform simultaneously in an enclosed driveway 250 ft. by 75 ft. The platform is 14 ft. wide and, like the trailer dock, is equipped with spotlights in each bay that shine directly into the center of the truck for night loading.

Avoid Rush Hours

It has always been Willie Sherman's contention that the only time to move merchandise in Montreal is either before the city fully wakes up or late in the evening. So dispatchers see to it that the

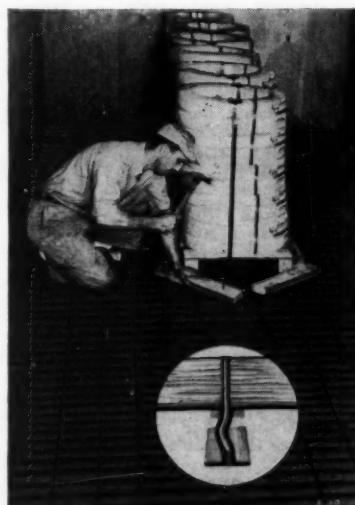
heavy concentration of trucks leave the plant from 6 to 9 o'clock in the morning and between 6 and 10 o'clock at night.

And even bulky carload items like watermelons get unit-load treatment. Bananas are received green and placed in one of four banana rooms for ripening. Every precaution is taken in handling to insure bananas won't bruise, even to the extent of lining wooden cutting trays with sponge rubber. Here, too, is the tomato packaging department where tomatoes are taken out of wooden crates, screened for quality, and repacked in appealing 14-oz. window cartons.

Empty fruit crates play a vital part in the distribution program since local farmers bank heavily on the crates for their packing needs.

Steinberg's do a big bakery business, and a special fleet of trucks sees to it that their famous line of Big City bread and cake reaches each store on time. And, since a single store may turn over as many as 2,000 or 3,000 loaves a day, the unit-load system prevails. A special mobile bread rack has been developed to hold 180 loaves and to fit snugly into the racks right into the store. Steinberg's believe they are the only ones in Canada to use this form of unit-load system for bread delivery.

In the Van of Trailer Progress



Here is a view of the interior of the Fruehauf Trailer Co.'s new model FDL corrugated all-steel van, showing the nailable steel floor, which is being used in all trailers. This new trailer has all the strength natural to its one-piece, high tensile steel construction, yet is 500 lbs. lighter than composite trailer design. There is no structural wood used in this trailer. In addition to strength and weight-saving features, the steel floors are ideal to withstand shock and the grinding of rough freight, fork truck loading, and abrasion. Nails driven into the curved grooves of the floor hold tighter than in wood. The new unit has 20,000 and 25,000-lb. capacities in the single axle model, and 18,000 lbs. per axle with tandem axles. The single axle units are provided with "multi-rate" spring suspension; tandem models have patented gravity-tandem suspension with torsion bar springs.

D Aid to Buyers

BY PRODUCT CLASSIFICATIONS OF ADVERTISERS

Circle numbers
on Readers' Service Card
for more information

ATTACHMENTS, FORK TRUCK

Automatic Transportation Co.—Circle No. 1
Baker-Raulang Co.—Circle No. 2
Buda Company, The—Circle No. 3
Clark Industrial Truck Div., Clark Equipment Co.—Circle No. 4
Hyster Company—Circle No. 5
Mercury Manufacturing Company—Circle No. 6
Mobilift Corporation—Circle No. 7
Silent Hoist & Crane Co.—Circle No. 8
Towmotor Corporation—Circle No. 9
Yale & Towne Mfg. Co.—Circle No. 10

AXLES, HIGHWAY EQUIPMENT (Non-Drive)

Eaton Manufacturing Co.—Circle No. 11

AXLES, TRUCK (Drive)

Eaton Manufacturing Co.—Circle No. 12

BAGS, PAPER (Shipping)

Fulton Bag & Cotton Mills—Circle No. 13

BAGS, TEXTILE (Shipping)

Fulton Bag & Cotton Mills—Circle No. 14

BATTERIES, IGNITION

Gould-National Batteries, Inc.—Circle No. 15

BATTERIES, MOTIVE POWER

Gould-National Batteries, Inc.—Circle No. 16

BODIES, FREIGHT

Fruehauf Trailer Co.—Circle No. 17
Gerstenlager Co.—Circle No. 18

BODIES, REFRIGERATOR

Fruehauf Trailer Co.—Circle No. 19
Gerstenlager Co.—Circle No. 20

BODIES, VAN

Fruehauf Trailer Co.—Circle No. 21
Gerstenlager Co.—Circle No. 22

BOXES, CORRUGATED and FIBRE (Shipping)

Gair Co., Inc., Robert—Circle No. 23
Hinde & Dauch Paper Co., The—Circle No. 24
Neil Box Company—Circle No. 25

BUCKETS, CLAMSHELL

Hyster Company—Circle No. 26

BURGLAR ALARMS

American District Telegraph Co.—Circle No. 27

BURLAP

Elkay Products Company—Circle No. 28
Fulton Bag & Cotton Mills—Circle No. 29

CAR PULLERS

Silent Hoist & Crane Co.—Circle No. 30
Yale & Towne Mfg. Co.—Circle No. 31

CASTER POSITION LOCKS

Darnell Corp., Ltd.—Circle No. 32

CASTERS

Darnell Corp., Ltd.—Circle No. 33
Fairbanks Co., The—Circle No. 34
Mercury Mfg. Co.—Circle No. 35

CHARGERS, BATTERY

Automatic Transportation Co.—Circle No. 36
Yale & Towne Mfg. Co.—Circle No. 37

CONVERTERS, TRAILER

Fruehauf Trailer Co.—Circle No. 38

CONVEYORS, ACCORDION (Gravity)

Food Machinery & Chemical Corp.—Circle No. 39

CONVEYORS, APRON

Webb Co., Jervis B.—Circle No. 40

CONVEYORS, BELT

Island Equipment Corp.—Circle No. 41
Webb Co., Jervis B.—Circle No. 42

CONVEYORS, CHAIN-IN-FLOOR

Webb Co., Jervis B.—Circle No. 43

CONVEYORS, LIVE ROLLER

Food Machinery & Chemical Corp.—Circle No. 44
Island Equipment Corp.—Circle No. 45
Webb Co., Jervis B.—Circle No. 46

CONVEYORS, ROLLER

Food Machinery & Chemical Corp.—Circle No. 47
Island Equipment Corp.—Circle No. 48
Webb Co., Jervis B.—Circle No. 49

CONVEYORS, ROLLER SPIRAL

Food Machinery & Chemical Corp.—Circle No. 50

CONVEYORS, TROLLEY

Webb Co., Jervis B.—Circle No. 51

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Elkay Products Co.—Circle No. 55

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Automatic Transportation Co.—Circle No. 56
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Kinnear Mfg. Co., The—Circle No. 66

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American District Telegraph Co.—Circle No. 73

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United Van Lines, Inc.—Circle No. 105

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Food Machinery & Chemical Corp.—Circle No. 106

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(Wrapping)**

Hinde & Dauch Paper Co., The—Circle No. 107

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Kinnear Mfg. Co., The—Circle No. 113

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American District Telegraph Co.—Circle No. 127

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TRAILERS, TRUCKDorsey Trailers, Inc.—Circle No. 221
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TROLLEYS, MONORAILWebb Co., Jervis B.—Circle No. 162
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Stevens Appliance Truck Co.—Circle No. 165**TRUCKS, BOX
(Hand)**Fairbanks Co., The—Circle No. 166
Mercury Mfg. Co., The—Circle No. 167**TRUCKS, ELEVATING PLATFORM
(Elec.)**Automatic Transportation Co.—Circle No. 168
Baker-Raulang Co.—Circle No. 169
Mercury Manufacturing Co.—Circle No. 170
Wright-Hibbard Industrial Elec. Truck Co., Inc.—Circle No. 171
Yale & Towne Mfg. Co.—Circle No. 172**TRUCKS, ELEVATING PLATFORM
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Hyster Company—Circle No. 173

**TRUCKS, ELEVATING PLATFORM
(Non-Riding)**Automatic Transportation Co.—Circle No. 174
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(Three-Wheel)**Fairbanks Co., The—Circle No. 177
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(Two-Wheel)**Fairbanks Co., The—Circle No. 179
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GMC Truck & Coach Div., General Motors Corp.—Circle No. 182
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White Motor Co., The—Circle No. 184**TRUCKS, LIFT
(Hand)**Lift Trucks, Inc.—Circle No. 185
Yale & Towne Mfg. Co.—Circle No. 186**TRUCKS, PALLET
(Hand)**

Yale & Towne Mfg. Co.—Circle No. 187

**TRUCKS, PALLET
(Non-Riding)**Automatic Transportation Co.—Circle No. 188
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Lift Trucks, Inc.—Circle No. 190
Townmotor Corp.—Circle No. 191
Yale & Towne Mfg. Co.—Circle No. 192**TRUCKS, PALLET
(Riding)**

Hyster Company—Circle No. 193

TRUCKS, PALLET-STACKING(Non-Riding)
Automatic Transportation Co.—Circle No. 194
Lift Trucks, Inc.—Circle No. 195
Yale & Towne Mfg. Co.—Circle No. 196**TRUCKS, PLATFORM
(Hand)**Fairbanks Co., The—Circle No. 197
Mercury Mfg. Co., The—Circle No. 198**TRUCKS, PALLET-STACKING
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(Powered, Elec.)**Automatic Transportation Co.—Circle No. 201
Baker-Raulang Company—Circle No. 202
Mercury Mfg. Co., The—Circle No. 203
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(Powered, Gas)**Buda Company, The—Circle No. 205
Hyster Company—Circle No. 206**TRUCKS, PLATFORM
(Powered, Non-Riding)**

Lift Trucks, Inc.—Circle No. 207

TRUCKS, STRADDLE

Hyster Company—Circle No. 208

WARDROBE BOXESHinde & Dauch Paper Co., The—Circle No. 209
Neil Box Company—Circle No. 210**WATCHMEN'S SUPERVISORY SERVICE**

American District Telegraph Co.—Circle No. 211

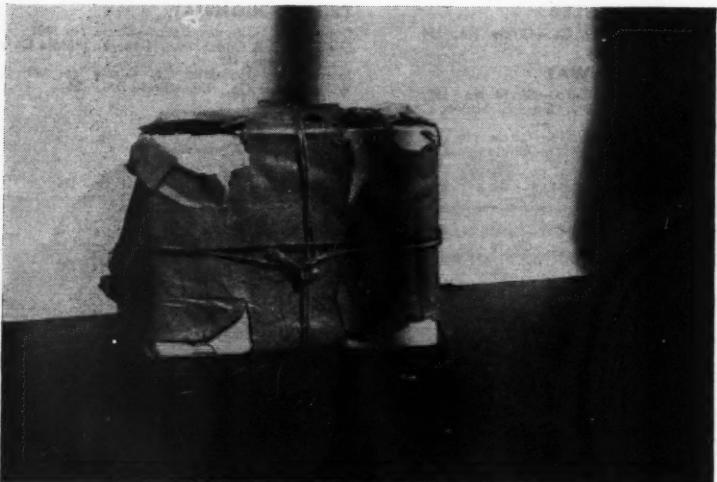
WATERFLOW ALARMS

American District Telegraph Co.—Circle No. 212

WEBBING

Elkay Products Co.—Circle No. 213

WHEELS, INDUSTRIALDarnell Corp., Ltd.—Circle No. 214
Fairbanks Co., The—Circle No. 215
Mercury Mfg. Co., The—Circle No. 216**WINCHES**Hyster Company—Circle No. 217
Mercury Mfg. Co.—Circle No. 218
Silent Hoist & Crane Co.—Circle No. 219
Yale & Towne Mfg. Co.—Circle No. 220



A Picture is Worth 10,000 Words

This large company has developed an unusual and effective way of combating shipping damage

A MAN constantly "haunted by the evidence" of carelessness will generally take steps to correct errors. This is the theory held by the S. S. White Dental Manufacturing Co., of Philadelphia, which distributes its line of equipment throughout the entire world. Operating on this theory, it has developed an interesting way to deal with excessive shipping damage. The case of six pint bottles will serve as illustration. The package containing these bottles was returned for credit from one of the company's 25 branches. They were inadequately packaged with regular wrapping paper, gummed tape and label, and suffered considerable damage en route. The traffic department seized this opportunity to teach the branch an object lesson, and arranged to have photographs taken of the damaged box. Enlargements were made and framed, and sent to the branch manager for his office walls. And incidentally, the branch manager was charged for full expense of this operation. That this method works may be evidenced by the fact

that the branch's loss and damage claims were reduced 300 percent within two months.

White doesn't know exactly how this idea got started, but feels that it has paid dividends since it was begun about April, 1949. The purpose, of course, is to impress personnel, from managers on down, with the fact that loss and damage claims cost more money than is finally paid in settlements.

The company also uses somewhat less drastic methods than the one described above to keep its damage claims at a low level. It maintains a monthly check on all branches, all of whose loss and damage claims pass through the Main Office. When any one of the branches shows a decided upward swing in claims, a letter is sent reciting various items that might be affecting the situation.

To the question "how much have these methods reduced damage?" the company can point to its 1950 record. For that year its total known losses in transportation was only 1/40 of one percent of its total world sales.

Rail-Air Service

(Continued from page 32)

the rate is published via direct or trans-shipping ocean steamship service to foreign countries and then only under the following conditions:

(a) On traffic which does not leave the possession of the inland carriers until delivered to the ocean carriers or their agents, or

(b) On traffic which leaves the possession of the inland carriers at an intermediate point (except when stopping in transit to partially unload) or after arrival at the Port of Exit when application of export rates under such circumstances is authorized in a tariff on file with the Interstate Commerce Commission, or

(c) On traffic delivered to a party entitled to receive it at Port of Exit provided it is handled direct from carriers' facilities to steamship docks and there delivered to ocean carrier or its agent and on which proof of exportation is given within sixty (60) days of date carrier delivers shipment to the party entitled to receive it . . ."

OBITUARIES

Richard D. Anderson, owner of the Lawson Transfer & Storage Co., Rockford, Ill. On Sept. 12 at the age of 41. Mr. Anderson was a graduate of the Univ. of Arkansas, and the Univ. of Colorado. A member of Masonic orders, he had been ill for about a month.

Charles E. Coyle, general traffic manager of the Otis Elevator Co., New York City. Oct. 23, in New York City after an illness of several weeks. Mr. Coyle was on the board of directors and executive committee of the National Industrial Traffic League, Washington, D. C.

E. L. Hart, former president of the Southern Traffic League and a founder and member of the board of the ASTT. Oct. 13, in Atlanta, Ga., at the age of 62. He was a member of the Atlanta Transportation Club, and the Traffic Club of Chicago.

W. L. McDonald, president of the Car-loader Corp. On Oct. 25. Mr. McDonald was a member of the Traffic Club of New York.

Harry D. Stuart, owner of the Try-Me Transfer & Storage Co., Huntington, W. Va. and West Virginia chairman of the Movers' Conference of America. On Oct. 10.

Richard B. Thornton, former general manager of the Central Motor Freight Assn. On Oct. 28, in Chicago. Mr. Thornton, whose home was in Natalie, Texas, was in Chicago attending the ATA convention when he suffered a heart attack.

I. PORT-TO-PORT AIR AND WATER

	Water New Orleans to Havana	Air Tampa to Havana
Jeep Autos	\$85.37	\$102.87
Jeep Trucks	190.00	153.70
Jeep Station Wagons	157.56	142.50
Jeeps	148.17	123.40

RATES COMPARED

II. RAIL-WATER AND RAIL-AIR RATES COMPARED

	Rail-Water New Orleans to Havana (Rail on Export Basis)	Rail-Air Tampa to Havana (Rail on Domestic Basis)	Rail-Air Tampa to Havana (Rail on Export Basis)
Jeep Auto	\$124.76	\$195.62	\$151.65
Jeep Auto	144.68	195.62	169.74
Jeep Trucks	245.11	283.46	221.95
Jeep Station Wagons	241.11	275.13	238.40
Jeeps	212.92	224.65	196.40

An illustration of what has been taking place concerns the exportation of Jeep automobiles to Cuba during 1947 and 1948. Carloads of freight and passenger Jeep automobiles were forwarded by rail from Toledo, Ohio, to various overseas air carriers at Tampa for transportation by air to Havana. This traffic moved on prevailing domestic rail rates to Tampa, whereas lower export rates would have applied to the same rail shipments had they been transported beyond Tampa by water.

The question arises as to whether it is reasonable or even legal to apply domestic rates on rail shipments which are to be carried to an overseas destination by air, when exactly similar rail shipments which will be carried to the same overseas destination by water have the lower export rates applied.

When the rail-air movements of Jeep automobiles through Tampa were begun, the shipments were charged at the then existing export rates for passenger and freight automobiles. Later, the railroads involved decided that the domestic rate should apply and rendered due bills to the consignee for the difference between the export rates paid and the domestic rates then in effect. As a result, the shipments ceased to move to Tampa by rail and have since moved directly to the airport by truckaway. This alternative means of transportation was adopted because the truck rate, while higher than the export rail rate, was, none-the-less, lower than the domestic rail rate from Toledo to Tampa.

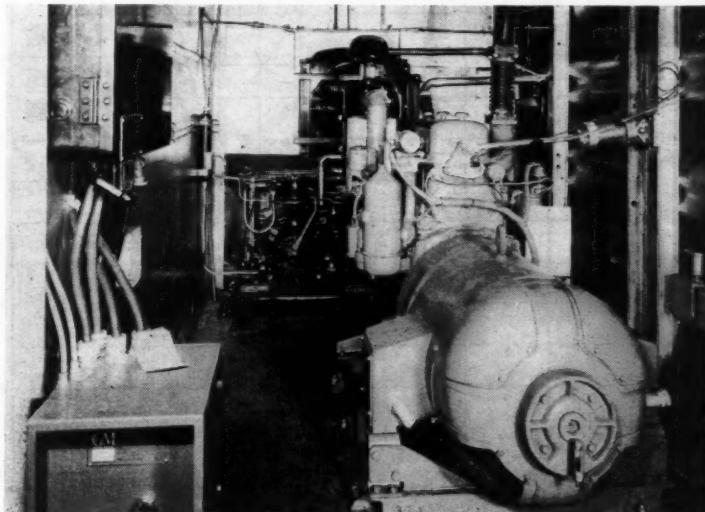
Export rate adjustments, of course, antedate establishment of aircargo on a substantial commercial basis. In general, export rates, because of their competitive nature, are lower than the domestic rates. Hence, shippers may properly be required by the railroads to establish proof of export before qualifying for such lower rates. It would appear, however, that a certification by an air carrier should be equal to the certification by a water

carrier that the shipment concerned was to be moved to a point outside of the United States.

It is probable that the tariff restrictions previously referred to requiring shipment from the port of export by "ocean steamship service" were originally drafted at a time when rail and water were the only services available. The rules were intended, in effect, to eliminate further domestic transportation by rail from the port of exit. Whatever the motive or intent of the provision in the tariffs, however, the words of the conditions attached to the export rates cannot be twisted or stretched to permit trans-shipment from the port of exit by air.

The point is, however, that tariff rules which may have been reasonable under certain circumstances and conditions may become unreasonable because of unforeseen changes in conditions since the rules were formulated. With the new form of transportation in international commerce, provided by air, it would appear reasonable that shipments exported by this means should be entitled to rail rates to

Putting the Freeze on Fruits and Vegetables



This impressive group of machinery represents an advance in refrigerator car cooling. Produced by divisions of General Motors, the unit, refrigerating equipment driven by a Diesel engine, can sustain zero temperature for weeks at a time. Its use by the

Fruit Growers Express Co. has revealed considerable advantages over the ice-brine method, such as no re-icing during transit, no pre-car or produce cooling, more consistent temperature control, less cost in transit. The unit can be checked from outside the car.

Circle 268 on Readers' Service Card

the port on a par with those applicable to shipments of a similar nature moving by water.

In this connection, it is interesting to note the rates which applied, port to port, for air and water on the Jeep automobiles which moved through New Orleans to Havana by water, and from Tampa airport to Havana by air. These are shown in Table I. These rate comparisons take on a practical significance only when the rates in effect on the separate legs of the movement from Toledo to Havana are combined to show the total cost of transportation from inland origin to foreign

destination. This cost, which represents the laid-down cost at destination, is all that concerns the shipper and consignee in selecting the route and media of transportation. It is obvious that most of the traffic will move rail-water so long as the charge for the rail portion of such a combination rate is substantially lower than the domestic rail rate charged on a similar shipment consigned for export by air.

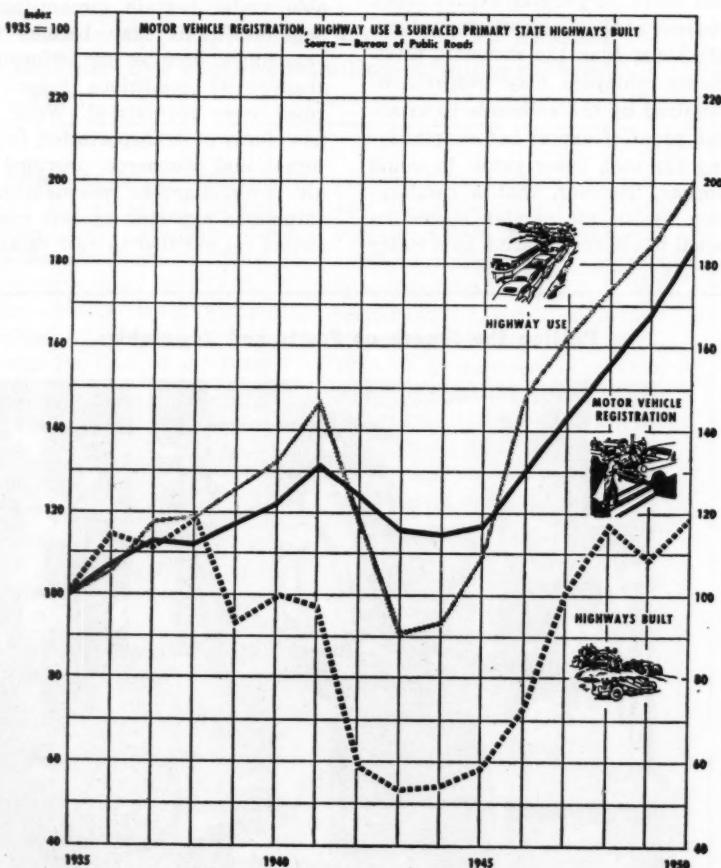
Table II illustrates the total through transportation cost per vehicle from Toledo to Havana by water from New Orleans, this being the cheapest rail-water route,

and by air from Tampa. Under these circumstances, it will be seen that certain models of Jeep automobiles could move from Toledo to Havana rail-air at a lower overall cost for transportation than if the same vehicles were to be shipped by the cheapest rail-water route. Even where rail-air costs are slightly in excess of those by rail-water, the advantages of speed and cheaper handling by air might serve to offset this fact. It therefore becomes essential to the air carrier to secure rates for rail traffic consigned for export by air equal to those applied on those consigned for export by water. To deny such equality is unduly prejudicial to rail-air traffic and unduly preferential of the shipper by rail-water.

This presents an important issue to all exporters by air. Is it reasonable to charge different rates to a port for the same rail movement, dependent on whether the shipments move beyond the port by air or water? Shipments destined for export by air receive no greater service or more preferred handling by rail than those intended for water movement beyond the port. In other words, the service rendered by the railroads is practically identical in each case and it is manifestly unreasonable to charge a higher or lower rate for the identical rail movement.

Aircargo traffic moving between the United States and foreign countries by air is growing in volume and diversification. What the future holds no one can say with definite assurance. But it is not mere speculation to conceive that such transportation, at present in its infancy, may become an essential part of our export transportation system if encouraged to develop under a reasonably competitive rate relation with other means of export transportation. But without a parity in the rail rates to the port, rail-air traffic will not have an opportunity to move in competition with rail-water traffic to foreign destinations. It is therefore to be hoped that restrictive provisions in present rail export tariffs, working against rail-air coordination, will be changed either voluntarily or through order of the I.C.C.

A Graphic View of Our Highway Situation



During the years 1935 through 1950 use of highways increased 100% whereas new highway construction was up only 17%. Stated in words these are the startling facts contained in the above chart, and present a none too bright picture of our national highway situation. The chart reveals that during this

15-year period motor vehicle registration increased 85% and these added trucks, cars, and buses were driven more miles per year forming the 100% increase in highway use. Further, new highway construction does not mean that many new roads since much of the work consisted of rebuilding and modernization.

Circle 269 on Readers' Service Card

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Southwest Meeting

(Continued from page 24)

intelligent use of equipment solved difficult handling problems. Representing Houston Central Warehouse & Cold Storage Co., E. N. Folger showed the extent to which palletization is possible in a one-story building.

Speaking of Scobey Fireproof Warehouse's household goods operation, Stewart Johnson revealed that by using large platform trucks, a warehouseman can make fair use of the unit load principle.

Some of the convention's other outstanding events:

• "Truth or Consequences." With R. E. Abernethy as moderator, this panel presented four addresses of industry-wide importance. J. B. Craddock, Fort Worth, discussing the Uniform Commercial Code, pointed out that its adoption by state legislatures would immediately abrogate Uniform Warehouse Receipts Acts.

Paul DeClouet, Lafayette, La., explained that non-retail firms (meaning merchandise warehouses) can apply to OPS for a price increase based on increased costs since January 25, and detailed the procedure in using OPS revised form 43.

Forest Cannon, Dallas, speaking on warehouseman's liability, said the warehouseman's great silent partner is "reasonable care"; he emphasized the need for obtaining a signed storage order from the customer. Stewart Johnson, San Antonio, concluded the panel discussion with a brief discussion on employee relations.

• Public relations, said W. F. Long, president of the AWA's Merchandise Division, is needed by the industry to change the popular misconception about warehouses and warehousemen.

• Government storage of stockpile commodities in the southwest area will, said a Department of Defense field officer, Lt. Comm. J. K. Beazley, increase considerably by next spring. To date, the government has stored very little in that area.

• Harvey B. Lyon, president of the National Furniture Warehousemen's Assn., gave a highly interesting account of his recent extended trip through Europe.

Bring the Plant to the Problem

Letting handling problems serve as guides in building a new plant can cut handling costs

WHEN the Interchemical Corp. decided to build its new plant for its Textile Colors Division at Hawthorne, N. J., to consolidate production formerly carried on in four separate plants, it recognized the savings which could result from building the plant about the handling problem. Since a study revealed that vertical flow of materials was inefficient, a one-story plant was erected, and use made of powered fork trucks, together with palletized loads.

An operation at the new plant required large amounts of flaked ice. Providing this ice easily and quickly posed something of a problem until company engineers devised a wheeled hopper to catch the ice as it falls through a chute. The hopper is then moved by fork truck to various locations where it is needed. After it is emptied, it is easily moved by hand back to the ice chute.

Fork trucks are combined with these special hoppers also in the handling of dry colors, used in the manufacture of dye. The hoppers are carried from place to place in the plant by fork trucks. These trucks are



Fork truck moves hopper through plant

so important to company operations that they are in service eight hours a day.

Incoming raw chemicals and outgoing products move horizontally in the new building. Practically all the heavy handling is done by industrial trucks.

The new plant, designed with the specific handling problems in mind, and a handling program which uses equipment in an effective manner, has produced savings in cost and handling time and resulted in great savings in labor, both in transport and intra-plant operations.



A fork truck puts a specially designed ice hopper where it is needed



Legal Consultant

**LEO T. PARKER,
tells you what's**

... . . . within the Law

TRANSPORTATION

When he can't deliver, carrier assumes warehouseman's liability

Ordinarily, a common carrier's liability continues after goods have reached their destination, and until the consignee has been notified of their arrival and has had time to pick them up. But where the consignee refuses delivery (or authorizes carrier to act as warehouseman), the carrier's liability is only that of ordinary warehouseman.

Case in Point: A shipper asked a trucker to pick up and deliver some merchandise. The truck and driver arrived, loaded the goods, but arrived at the destination too late to unload. By phone, the shipper asked the carrier to store the merchandise in his garage overnight. That night fire destroyed the merchandise.

The court asked this question: Did the loss of goods through *no negligence* on the carrier's part relieve it of liability as a warehouseman? The court said: "Having concluded that the status of the respondent (carrier) became that of a warehouseman, the duty was then cast upon the (shipper) to . . . show that the fire resulted from some negligence of the (carrier)." (*Dorkmann Co. v. Owl Transfer & Storage Co.*, 143 Pac. (2nd) 441)

Forwarder assembling carloads has "common carrier" liability

If a forwarder assembles various lots of goods in carload lots, he is legally a "freight forwarder" and assumes common carrier liability. He may be liable for loss or damage to shipment resulting from all causes, except Act of God, inherent quality of merchandise, shipper's fault, or public enemy of the U. S. He is obligated to pay damages to shipper or consignee, then sue to recover from the carrier causing the damage. (*Merchant Shippers Assn. v. Kellogg Express & Draying Co.*, 170 Pac. (2nd) 923, Calif.)

On the other hand, if a forwarding shipper has no legal interest in the goods and acts merely as shipper's agent, title to goods is with consignee, who must pursue loss and damage claim. This situation doesn't exist when forwarder assembles merchandise in carload lots and assumes (through bills of lading and other

means) responsibility for safe transit. In latter case, forwarder automatically has a common carrier liability to shipper or consignee. (*Merchant Shippers Assn. v. Kellogg Express & Draying Co.*, 164 Pac. (2nd) 852)

Trucks in interstate commerce need no municipal license

If a trucker's business involves interstate commerce, he can avoid paying license fees to a municipality—even if some of his vehicles operate within the city limits. One court said there are four criteria by which to test the validity of such a tax; it is imposed solely on account of intrastate business; the amount exacted is not increased because of interstate business done; one engaged exclusively in interstate commerce would not be taxed; the person taxed could discontinue the intrastate business without withdrawing also from the interstate business.

Cases in Point: City of Chicago tried to impose such a license fee on a contract carrier whose business extended from local to interstate operations. The carrier's service consisted of (a) leased operations, (b) contracts with shippers, (c) local cartage on a per cwt., or other, basis, (d) distributing pool cars, and (e) collection and delivery, station and substitution services for other carriers on contract or other basis. On the basis of the above criteria, a higher court said the carrier need not pay the license fee. (*City of Chicago v. Willett Co.*, 94 N.E. (2nd) 195, Ill.)

In another case, the motor carrier operated a fleet of trucks within the city in pick-up and delivery service. Some of the trucks were engaged primarily in interstate commerce, but all were operated within the city. This company was absolved from paying an "occupational tax" levied by the city. (*People v. Horton Motor Lines, Inc.*, 22 N.E. (2nd) 338)

WAREHOUSING

Warehouseman's chances are good if goods are bad to start with

Several readers have asked: "If the owner of stored goods sues a warehouseman claiming that his goods spoiled or were damaged in storage, what testimony can the warehouseman give to avoid liability?"

Here's the answer: To avoid liability, the warehouseman must give proof which convinces a jury that he exercised the same care to protect the goods as would have been used by a reasonable, prudent person under identical circumstances.

Case in Point: A fish dealer delivered 5,000 lbs. of frozen shrimp in 100 cases to a refrigerated warehouse. The shrimp was packed in cases of soft corrugated cardboard, and each case contained 10 waxed cartons of five lbs. each. The dealer sold 99 cartons to various customers during the following eight weeks, the shrimp apparently found to be in good condition. Still later, the dealer found 69 cases, or 3,450 lbs., spoiled and unmarketable. He sued the warehouse for damages. He said that, since previous purchasers had not complained, then all of the shrimp must have been in good condition when stored.

But the jury found the warehouseman *not liable*, and the higher court upheld the verdict, saying: "... (The dealer) failed to show that the temperature maintained at the defendant's plant during the time the shrimp was there stored was such as to cause the damage complained of, and the evidence produced by the defendant was that the proper temperature was maintained at all times . . . The defendants were warehousemen; their liability is not as insurers, but they are liable only for a failure to exercise ordinary care." (*A. Levy v. Brugetti Warehouse Co.*, 205 Pac. (2nd) 759, Calif.)

If its own employees commit theft, warehouse is liable

Case in Point: Some 60-odd cases of whiskey of assorted brands were stored in a bonded warehouse, and the regular storage rates paid. A short while after, 10 of the cases worth \$479.32 were lost. The storeroom sued to recover this amount from the warehouse company. Evidence presented at the trial revealed that the whiskey had been stacked in a small room whose single door was secured by a hasp and padlock. The back door of the warehouse was also locked with a padlock, but one morning an official of the warehouse found this door open.

Police officers, who answered the call, examined the inside of the warehouse, but found the door to the

(Continued on page 81)

Public Warehouse Section

Warehousing is an integral part of distribution in several ways. Public warehouses are not merely depositories for the safeguarding of personal effects or industrial commodities; many are equipped to perform a wide range of services in addition to storage. Among those services are:

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of space for manufacturing, offices and showrooms, rigging, sales representation, sample distribution, sorting, stevedoring and various other functions for efficient and economical distribution.

This special advertising section of public warehousing has been consolidated for ready reference and maximum utility. It includes merchandise, refrigerated, household goods and field warehouses. For shippers' convenience, states, cities and firms have been arranged alphabetically.

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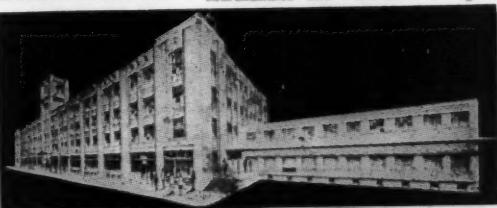
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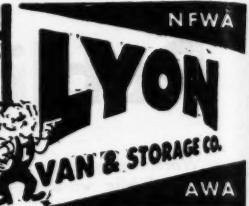
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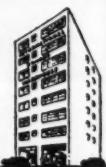
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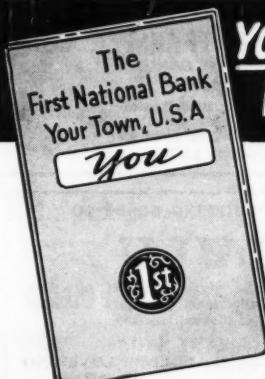
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Store with an Old Reliable Firm.

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Wool, Cotton and General Merchandise
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General Merchandise and Household Goods Storage. Cold Storage for Butter, Eggs, Poultry, Cheese, Meats and Citrus Fruits
B. & A. Sidings, and N. Y., N. H. & H. R.R. and B. & M. R.R.
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U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and Merchandise facilities . . . Private Siding . . . Our fleet covers Connecticut and Massachusetts daily. Warehouses at Bridgeport and Hartford, Conn.
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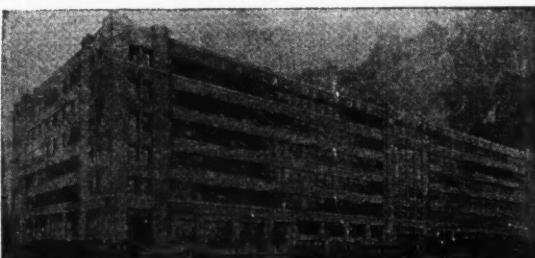
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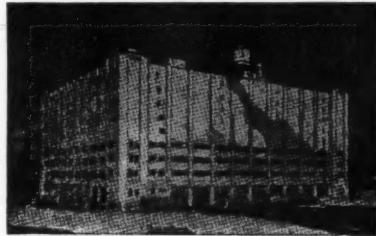
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This modern building was designed for commercial warehouse purposes exclusively. Offering dry storage and the largest, most complete and efficient refrigerated storage, with ice manufacturing plant, in this wide area. Every warehousing facility is available. Desirable office space. Car icing. Financing. Adequate receiving and distributing facilities. In-transit storage. Absolute protection. Minimum insurance. Modern palletized equipment. Sharp-freezing rooms. Free reciprocal switching—all railroads. Continent wide connections.



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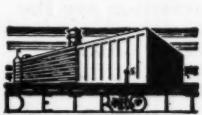
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ALL MERCHANDISE WAREHOUSING SERVICES
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250,000 Sq. Ft.—Sprinklered Warehouses Ins. Rate 1%
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ADDITIONAL 250,000 Sq. Ft. Warehouse Space at COM-
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Buildings Sprinklered throughout, Low Insurance Rate



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Pool Car distribution. Merchandise warehousing. Car loading and unloading; Local delivery and pick-ups. Private 12-car switch tracks. Modern sprinkler equipped warehouse. Ideally located in principal wholesale district, convenient to all freight terminals.

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Getting the Most Out of Your Wooden Pallets

(Continued from page 17)

Also acceptable are black ash, pumpkin ash, black gum, white elm, maple, and red gum sycamore. If food products are to be handled on the pallets, odorless wood should be specified.

• Deck Boards: End boards should be very close to 6 inches wide, with the other boards random widths with a minimum width of 3½ inches. Spacing between boards depends entirely upon the product to be handled. The outside edges of the bottom boards should be chamfered if low-lift equipment is to be used.

• Stringers: These should not be less than 1½ inches wide and 3½ inches high. This dimension controls the selection of handling equipment to a large degree.

• Fastenings: Cement-coated drive nails have proven most effective for pallet construction, 2½ inches, No. 6, flat head, chisel point being

the usual specifications. Nails should be staggered to avoid the possibility of splitting. The minimum number of nails at each bearing point for various width boards should be as follows:

3½" to 4½"	2 nails
4½" to 6¾"	3 nails
7" to 9"	4 nails
9½" to 11"	5 nails
11½" to 12"	6 nails

• Tolerances: Commercial tolerances in the manufacture of wooden pallets have been set at ¼ inch plus or minus. In many instances, however, such as in the height of the opening between decks, closer tolerances must be specified if the proper handling equipment is to be chosen.

Non-Wooden, Odd Sized Pallets

In addition to the pallets we have discussed here, mention should be made of the very light wooden pallets, and expendable

paperboard pallets, now being produced to meet the needs of the one-way shipper. These have definite, but very limited, applications. Also for special use and at the same time expensive, are pallets made of steel, aluminum or magnesium. There are also many kinds of box pallets designed for handling irregularly shaped or loosely packed material and to protect products which cannot support the weight of multiple-tiered loads. Some of these are made in collapsible forms to conserve space and are becoming increasingly popular.

Pallets and Handling Equipment

The selection of a pallet for use in a given situation depends so much upon the carrying machines to be used with them that any discussion must include an understanding of the latter as well. In the next article in this series, the basic structure and operations of various low-lift equipment will be presented to provide the background necessary to enable a user to select pallets intelligently.



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... within the Law ... (Continued from page 56)

whiskey room undisturbed. They testified they saw no indication of anyone having entered the room. As the trial proceeded, it was brought out that from five to eight employees were around the warehouse when the warehouse official was out to lunch.

In view of these circumstances, the higher court said: "... We conclude that the record does not establish that the 10 cases of whiskey ... were lost through burglary as contended by the defendant warehouse corporation. Of course, there remains the possibility that those who broke the outside locks removed the 10 cases of whiskey, but the clear preponderance of the evidence is that the cases were lost through pilfering by the (warehouse company's) own employees, or others who had access to the warehouse in the ordinary course of business." (*Bradford v. Rapid Transfer & Storage Co.*, 46 So. (2nd) 765, Louisiana)

FINANCE

A minority stockholder can't ask appointment of receiver for act of ordinary mismanagement.

Case in point: A stockholder in a St. Louis company sued for appointment of a receiver on grounds that his interests were being jeopardized by gross mismanagement of the company's business by the officers and directors of the corporation. The actions referred to, were allowing liens

to be created against the company and using the company earnings to pay off debts instead of paying stock dividends. Court held that the acts described did not constitute gross mismanagement and held for the defendant. (*Kinnebrow v. Louis Company*, 43 So. (2nd) 798 Louisiana)

Even when a contract is unsigned it may become valid if it is acted upon.

You may be able to win your suit involving an unsigned contract, if you can prove that the other party performed any act which indicated that he considered the contract binding.

Case in point: A manufacturer signed a written order for purchase of some electrical equipment from another company. This second company did not in turn sign the order, but nevertheless shipped the merchandise as requested.

Said the court, "since the order for the equipment was in writing and signed by the appellee, and was acted upon by the appellant, it constituted a contract in writing even though it was not signed by the appellant."

MARKETING

A contract may be held enforceable even when 'signed' by rubber stamp.

Case in point: Courts have repeatedly held that where a signature is placed by someone in authority on a document with the intent of endorsing

the instrument, such a signature is binding whether it be in the form of a rubber stamp, typewritten or initialed. The word 'writing' in law has been declared to mean tracing with a pen, stamping, printing, engraving, or made legible in any other way. The important factor is whether such marking was intended for the purpose of indicating acceptance of a valid obligation. (*White*, 53 S.E. 447; *Carroll v. Mitchell Co.*, 128 S.W. 446)

An offer to sell must be accepted unconditionally to be a valid contract

Case in point: A manufacturer offered to sell a stipulated number of paperboard cartons at a definite price. The purchaser accepted the offer, but stated in a letter that instead of paying 20% of the contract at once as stipulated in the offer, the seller could have the warehouse where the goods were being held, issue warehouse receipts in the name of the purchaser to cover the merchandise. The purchaser would in turn pay the full purchase price on delivery of the warehouse receipts.

Seller failed to deliver merchandise and purchaser filed suit for breach of contract. Court found for the defendant, on the grounds that the plaintiff's letter did not constitute an acceptance of the seller's offer but was in reality a counter-proposal. An offer must be accepted *unconditionally and without any reservations or modifications to become a valid contract.* (*Finsky v. Ray Paper Company*, 86 N.E. (2nd) 181 Illinois)

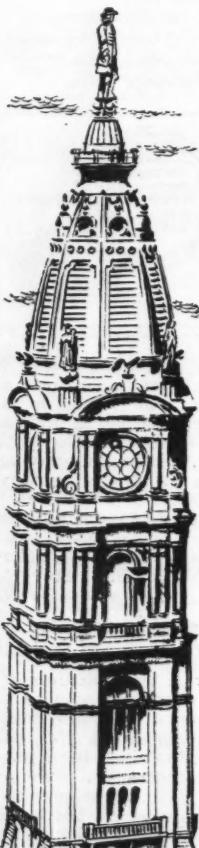
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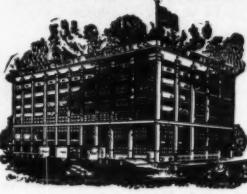
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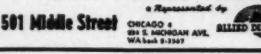
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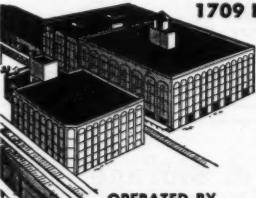


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bound elsewhere in this issue

Two-Faced Dolly

(Continued from page 15)

to each other. The dolly is put in the car with the bottom rollers placed so that it can move the length of the car. When products to be palletized are received, an empty pallet is put on the dolly, and both pallet and dolly are pushed to the spot in the car where the packages to be loaded on the pallet are piled. This movement is straight-line, made possible by the bottom rollers.

An Efficient Operation

When the pallet has been loaded, it is pushed—still on the dolly—to a position in front of the open

doorway of the car. Now the top rollers come into play. The loaded pallet is pushed off the dolly onto two gravity roller conveyors. These are placed so that they run from inside the car, over the gap between the car and platform and over the platform for a distance of about five feet.

In cases where the reefer floor is only a few inches higher than the platform, we raised the ends of the conveyors with blocks to give the pallet a level ride out of the car to a point on the platform where a fork truck can pick it off the conveyors.

We reasoned that if we could do this at almost dock level, why couldn't we support the conveyors as much as 2½ feet above the plat-

form? And that is exactly what we did. We made a "horse" out of steel tubing and angle irons, with pins to permit adjustment to different car levels.

We of course use the same setup in loading out, the loaded pallet being placed on the conveyor lines, pushed into the car, onto the dolly which then moves to the point of piling inside the reefer.

Rollers Do the Job

Palletization can do more for a plant than make it possible to move unit loads. In this company's case, it made possible the elimination of a clumsy and time-consuming method, and its replacement by a modern operation which works smoothly and efficiently.

National Warehouse Corp.

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Customs Bonded. Pool Car Distribution. Household Goods Moved,
Packed, Shipped and Stored.
Members of CanWA—NFWA—BAIFR—FWRA—TC&W—ALLIED VAN LINES

Packaging Institute Forum

(Continued from page 22)

box has little influence, and variations in materials and size are less important than efficiency of manufacture of the containers. After emphasizing that consideration must be given to diverse elements, such as the tendency of the contents to bulge, load carrying capabilities of the contents and atmospheric conditions of storage, he offered the rule of thumb that prolonged storage of containers is usually safe when the dead load ranges from 25 to 35 percent of the machine compression test load of empty boxes.

Applications of statistical methods to packaging problems, with resulting economy, was discussed by Donald Macaulay of Donald Macaulay, Inc., and Bob Mellon of the Gulf Oil Corporation. Mr. Macaulay summarized results achieved when a statistical technique was utilized in studying paper made by three different shifts of the same mill. Excessive deviation in a quality characteristic was found in the paper of one shift, and this paper was allocated for different purposes.

Mr. Mellon discussed the use of statistical methods in the problem of filling oil cans, and showed how such methods helped eliminate variations in the individual pockets of the filling machine as well as relatively simple overall adjustment on the equipment. A potential saving of \$54,000 per year on one filling line could be realized, according to Mr. Mellon, by statistical control methods to re-

duce overfilling to the minimum practical amount for drainage allowance. A similar approach is recommended for practically any automatic filling operation. A new method of filling 55-gallon drums with lubricating oils, called "sub-surface filling," was outlined by C. R. Irons of Socony Vacuum Oil Company. The new method allows for more rapid filling and greater use of the capacity of the drum by means of a device which causes the liquid to enter just below the surface level, eliminating the foaming and bubbling encountered when high-speed filling techniques were previously attempted. It was stated that sub-surface filling equipment would be placed on the market soon.

Technology Day

The second day of the forum, October 23, was designated Technology Day, during which such topics as package printing, package evaluation procedures, package and container evaluation, food packaging, drugs and pharmaceuticals were discussed. Albin H. Twardowicz of the Lord Baltimore Press submitted a proposed testing procedure for determining the effect of alkaline materials in a package on the printed matter and materials from which the package is constructed. Alkalifastness of printing is a major factor in the packaging of soaps, detergents, sodas, cheeses, cement, etc. The new method is said to be very rapid, more standardized,

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LOCAL AND LONG DISTANCE MOVERS
PRIVATE ROOM SYSTEM FOR STORAGE
CRATING, PACKING AND SHIPPING
CHARGES COLLECTED AND PROMPTLY REMITTED
Member: N. F. W. A., Can. W. A.



and capable of predicting approximately what will occur after prolonged storage.

George Cramer, Sinclair & Valentine Company, submitted the recommendations of a sub-committee of which he is chairman on testing packaging materials for fastness to light. These recommendations included standardization on a given instrument, testing of relative humidity, maintenance of a specific testing temperature and procedural rules with regard to specimen selection, time schedules and classification.

A year's experience with methods of evaluating the resistance of printed paper packaging materials to scuffing or abrasion was reported on by Miss Maurine Ponder, Joseph E. Seagram & Sons.

Officers Elected

Robert de S. Couch, General Foods Corporation, and presently serving as director of containers and packing for the National Production Authority, was elected president of the Packaging Institute. (For other officers, see *Men in Distribution*.)

The fact that the topics mentioned in this article represent but a few of the subjects discussed indicates the scope of the 13th forum and the many contributions to knowledge about packing and packaging which were advanced during the relatively brief meeting. This type of voluntary activity demonstrates the tremendous interest in present day packaging and its related problems, and the great progress being made in the field by joint action.

DIRECT

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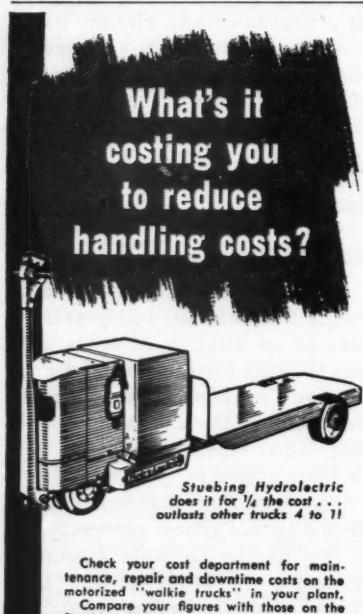
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Public warehouse advertisements start on page 57; arranged alphabetically by states, cities and firms

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| <input type="checkbox"/> ABRASIVE MFG. | <input type="checkbox"/> DEPARTMENT & MAIL ORDER STORES | <input type="checkbox"/> RAILROADS |
| <input type="checkbox"/> AIRCRAFT & AIRCRAFT PARTS MFG. | <input type="checkbox"/> ELECTRICAL EQUIPMENT MFG. | <input type="checkbox"/> RAILROAD CAR & EQUIPMENT MFG. |
| <input type="checkbox"/> AIRLINES | <input type="checkbox"/> ELECTRICAL GOODS WHOLESALERS | <input type="checkbox"/> RUBBER PRODUCTS MFG. |
| <input type="checkbox"/> APPAREL MFG. | <input type="checkbox"/> ENTERTAINMENT, AMUSEMENT FIRMS | <input type="checkbox"/> RUG & CARPET MFG. |
| <input type="checkbox"/> AUTOMOBILE, TRUCK & BUS MFG. | <input type="checkbox"/> FARM IMPLEMENT MFG. | <input type="checkbox"/> SCIENTIFIC INSTRUMENT MFG. |
| <input type="checkbox"/> AUTO SUPPLIES & PARTS MFG. | <input type="checkbox"/> FERTILIZER MFG. | <input type="checkbox"/> SCRAP METAL & JUNK YARDS |
| <input type="checkbox"/> AUTO SUPPLIES, PARTS WHOLESALERS | <input type="checkbox"/> FISH PACKERS | <input type="checkbox"/> SCREW PRODUCTS MFG. |
| <input type="checkbox"/> BAKERIES | <input type="checkbox"/> FOOD DEHYDRATORS, PROCESSORS | <input type="checkbox"/> SEED & FEED WHOLESALERS |
| <input type="checkbox"/> BOAT AND SHIPBUILDING | <input type="checkbox"/> FOUNDRIES | <input type="checkbox"/> SOAP MFG. |
| <input type="checkbox"/> BOILER AND TANK MFG. | <input type="checkbox"/> FRUIT & VEGETABLE CANNERRIES | <input type="checkbox"/> STEEL WAREHOUSING |
| <input type="checkbox"/> BOTTLING, SOFT DRINK MFG. | <input type="checkbox"/> FURNITURE MFG. | <input type="checkbox"/> STEVEDORING |
| <input type="checkbox"/> BOTTLING & BEVERAGE WHOLESALERS | <input type="checkbox"/> GLASS MFG. | <input type="checkbox"/> STOVE MFG. |
| <input type="checkbox"/> BREWERYES, DISTILLERIES, WINERIES | <input type="checkbox"/> GOVERNMENTAL ORGANIZATIONS | <input type="checkbox"/> SUGAR & CONFECTIONERY MFG. |
| <input type="checkbox"/> BRICK MFG. | <input type="checkbox"/> GRAIN AND FLOUR MILLS | <input type="checkbox"/> TEXTILE & APPAREL WHOLESALERS |
| <input type="checkbox"/> BUILDING MATERIALS MFG. | <input type="checkbox"/> GROCERY AND SUPER MARKETS | <input type="checkbox"/> TEXTILE MILLS |
| <input type="checkbox"/> BUS LINES | <input type="checkbox"/> HAND TOOL MFG. | <input type="checkbox"/> TOBACCO MFG. |
| <input type="checkbox"/> CEMENT MFG. | <input type="checkbox"/> HARDWARE MFG. | <input type="checkbox"/> TOBACCO WHOLESALERS |
| <input type="checkbox"/> CERAMIC AND POTTERY MFG. | <input type="checkbox"/> HEATING & REFRIGERATING MFG. | <input type="checkbox"/> TRAILER MFG. |
| <input type="checkbox"/> CHEMICAL MFG., GENERAL | <input type="checkbox"/> LAUNDRIES & BLEACHERIES | <input type="checkbox"/> TRUCK LINES |
| <input type="checkbox"/> COMMERCIAL FARMS | <input type="checkbox"/> LEATHER PRODUCTS MFG. | <input type="checkbox"/> UPHOLSTERERS & MATTRESS MFG. |
| <input type="checkbox"/> CONCRETE BLOCK & PIPE MFG. | <input type="checkbox"/> LUMBER REMANUFACTURERS | <input type="checkbox"/> WAREHOUSING & STORAGE |
| <input type="checkbox"/> CONCRETE PRODUCTS MFG., GEN'L | <input type="checkbox"/> LUMBER SAWMILLS & PLANING MILLS | <input type="checkbox"/> WIRE ROPE & CABLE MFG. |
| <input type="checkbox"/> CONSTRUCTION, BUILDING, HOUSING | <input type="checkbox"/> LUMBER WHOLESALERS & RETAILERS | <input type="checkbox"/> WOODEN BOX MFG. |
| <input type="checkbox"/> CONSTRUCTION, GENERAL | <input type="checkbox"/> MEAT PACKERS | <input type="checkbox"/> WOOD PRESERVING PLANTS |
| <input type="checkbox"/> CONVEYOR MFG. | <input type="checkbox"/> MACHINE SHOPS | |
| <input type="checkbox"/> COOPERAGE | <input type="checkbox"/> MACHINERY & EQUIPMENT DISTR'S. | |
| <input type="checkbox"/> COTTON COMPRESS & WAREHOUSES | <input type="checkbox"/> MACHINE TOOL MFG. | |
| <input type="checkbox"/> COTTON & TEXTILE WHOLESALERS | <input type="checkbox"/> MACHINERY & EQUIPMENT MFG. | |
| <input type="checkbox"/> COTTON OIL MILLS | <input type="checkbox"/> METAL & STRUCTURAL STEEL MFG. | |
| <input type="checkbox"/> DAIRY PLANTS | <input type="checkbox"/> METAL STAMPERS | |
| | | |

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Lev-R-Matic DRIVE

FORK LIFT TRUCK

Created to meet a demand! . . . This is the stand-up Model "H-W" that MOBILIFT engineers developed to meet specific needs in all-types of industry to help speed production, cut handling costs.

Not a single maneuverability feature of the smaller models has been sacrificed . . . not a single famous feature of MOBILIFT'S lighter trucks has been eliminated.

You now have MOBILIFT'S complete versatility with a compact **3,000** lb. Model "H" and a **3,500** lb. Model "H-W" in this new series.

MODEL	H Stand-up	H-W Stand-up
Capacity (lbs.)	3,000 lbs.	3,500 lbs.
Load Center	15"	15"
Lift Height	68" 108"	68" 108"
Mast Height	63" 83"	63" 83"
Mast Height (Extended)	96" 136"	96" 136"
Free Lift	36" 56"	36" 56"
Turning Radius (Outside)	61 1/4"	63 7/8"
Turning Radius (Inside)	Zero	Zero
Turns in Inter. Aisles	60"	62"
Speed of Travel	Up to 6 MPH	Up to 6 MPH
Speed of Lift (Loaded)	50 FPM	50 FPM

WRITE TODAY for complete specifications on
MOBILIFT Lev-R-Matic Drive Fork Lift Trucks . . .
No obligation, of course.

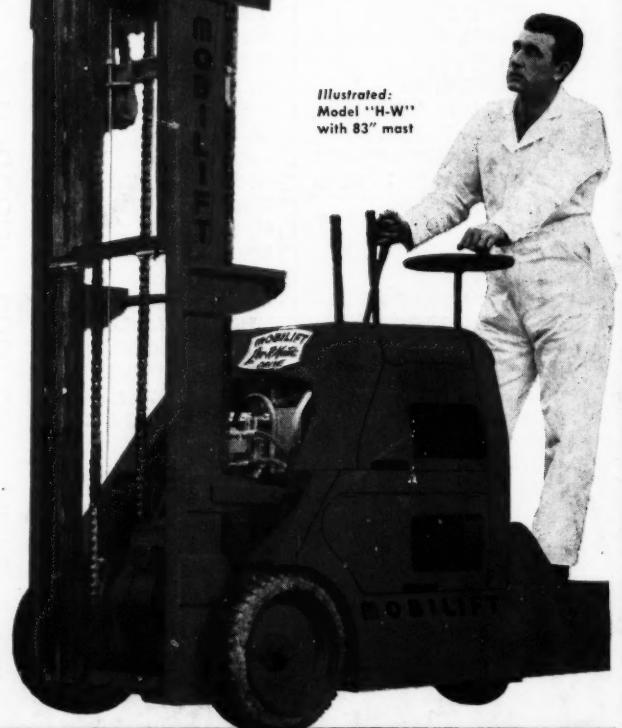


✓ **LEV-R-MATIC CONTROLS**
Grouped 2-way Push-Pull levers perform all jobs—Forward-Back, Elevating and Tilting. NO GEARS TO SHIFT.

✓ **MOBIL-CHAIN LIFT**
Roller chain operated, full visibility uprights allow unobstructed forward view. The roller chain lifts smoothly at 50 F.P.M.

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Illustrated:
Model "H-W"
with 83" mast



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